

Sept 16 1931

THE Publishers' Weekly

The American Book Trade Journal

62 West 45th Street, New York

VOL. CXX

NEW YORK, SEPTEMBER 12, 1931

No. 11

GOOD-BYE SUMMER

...a daughter who
wanted just one man
—and a mother who
wanted them all...



*A delicious idyll of
young love...a merci-
less dissection of love
not so young... Here
is a new triangle which
could exist only in
modern society.
Mother, daughter
and man. \$2.00*

DODD, MEAD
and COMPANY

449 Fourth Ave. New York

BY FANNY HEASLIP LEA

A Great Detective Story

By a Great Detective Story Writer!

ELLERY QUEEN

"The Logical Successor to Sherlock Holmes"

Writes his third, and BEST, story in

THE DUTCH SHOE MYSTERY

By the author of the best-sellers

"The Roman Hat Mystery" and "The French Powder Mystery"

A whale of a plot—

The richest woman in America is about to undergo an operation in the vast hospital she founded. The surgeon calls for his distinguished patient. A door opens, a long, still form is wheeled into the operating theatre. The surgeon bends over, lifts the sheet—and finds the woman dead, murdered a few moments before almost under their very eyes....

A Fast RENTER

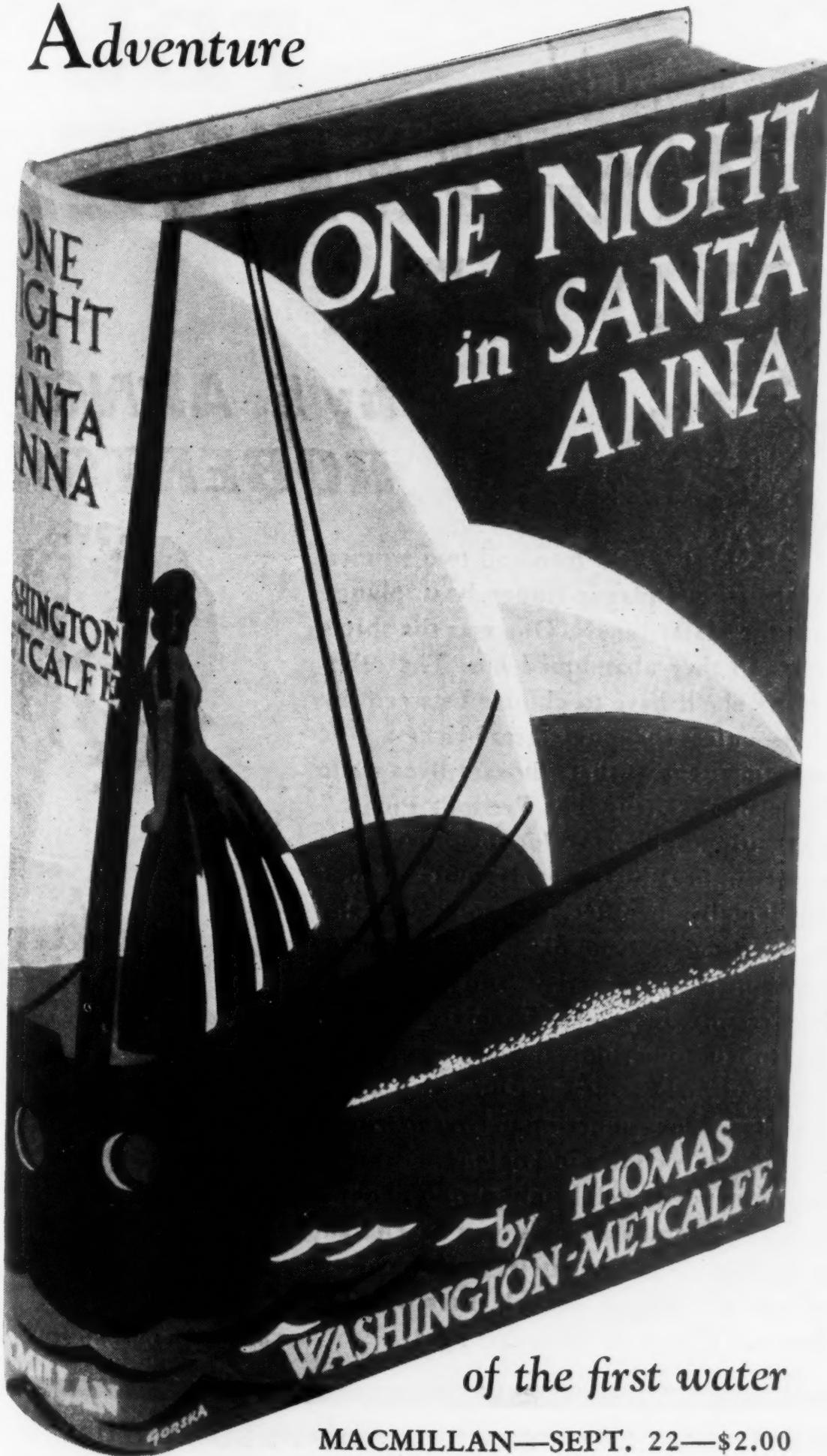
Coming
Sept. 24
\$2.00

A Fast SELLER

Our Slogan: "Buy Your Books of Your Bookseller"

443 4th Ave. FREDERICK A. STOKES COMPANY, New York

Adventure



of the first water

MACMILLAN—SEPT. 22—\$2.00



FOUR FRIGHTENED PEOPLE...

**by E. ARNOT
ROBERTSON**

Two men and two women escape from a plague-ridden boat, plunge into the Malay jungle. One was the ship's bore, so they abandoned her. The other knows she'll have to choose between the men—unless the jungle gets her first. One of them suggests that whoever lives write an account called "The Perilous Picnic." That title might stand for this novel. It is a story of breath-taking adventure—which incidentally handles religion, sex and many of our favorite prejudices in a manner superbly irreverent and sometimes hair-raising. It creates Mrs. Mardick—you had to talk to her in platitudes. People are going to make a new parlor game about her. It was the runner-up to *Green Hell* for a book club choice in England. It can be recommended to all bright people. They'll come back and ask you if you haven't another like it. Unfortunately, we don't know of one this season, though there was *The Innocent Voyage* several years ago!



Tall, slim, twenty-six and red-haired, her first novel, Cullum, achieved publication both here and abroad. The second, *Three Came Unarmed*, was much talked of two years ago. Now, in her third, she takes us for a spiritual as well as a geographical adventure in the jungle—carefully unromantic—in a mood which has been described as "light-hearted ruthlessness."

Coming October 8th,

\$2.50

DOUBLEDAY, DORAN

Katharine Newlin Burt returns to the scenes of her earlier triumphs

"He waited for another frozen interval outside the living-room door.

"Verena said, 'Call you—and it's time!'

"And at that, his heart held tight, MacKael threw open the living-room door.

"Verena sprang from her seat and, clenching down her hands on Rae's wrists, threw all her weight and wiry strength upon them. The cards Damson was supposed to hold and three jacks spurted out across the table-top. At that same instant, MacKael spoke.

"'I have got you covered, Damson. Lay hold of him, Peter. We know he's got a body hold-up machine. He's been working it all winter.'

"The eyes of Damson's hate had never for a second swerved from MacKael. Grue's rough handling and Ferd's blasphemous tongue-lashing he seemed neither to feel nor to hear. The world had become for him one enemy."

Price \$2.00

Coming Sept. 30
Houghton Mifflin Co.

A MAN'S OWN COUNTRY

by Katharine Newlin Burt
author of "THE BRANDING IRON"



Guy Endore

THE SWORD OF GOD: JEANNE D'ARC

AN important and unusual biography. Despite the hundreds of works on Jeanne, this book is new; new, in that it tells the fable of her life not as a fable, but as actuality felt and seen, with reverence for the beauty of the tale and the high drama of the miracles. And then—in a most scholarly (but most readable) after-word, Mr. Endore discusses facts, theories, scholarship, and proposes new theories about this astonishing woman, who after five hundred years more than ever fires the world's imagination. By the author of *Casanova: His Known and Unknown Life*, etc. Oct. 15. Illustrated, \$3.50.

Parkhurst Whitney TIME EXPOSURE

AN unusually good first novel. It is the story of three generations in American life; the scene is upstate New York. Fanny and Chester, who found that marriage did not keep pace with their advancing ideas; and a host of other interesting characters are finely drawn with a Sinclair Lewisan wit and observation. Oct. 15. \$2.00.

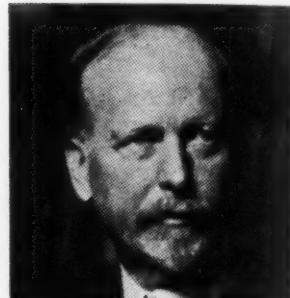
Hugh MacNair Kahler HILLS WERE HIGHER THEN

IN those days, the hills bred "men like eagles, and like tall, lean trees. My grandfather was such a man." To such a character, adventure was bound to happen, even in the lonely farmlands where old man MacNaughten lived with his grandson.—A superbly done collection of "connected stories" by a true artist who rates a very popular following. Nov. 5. \$2.00.

Pre-Views

We nominate
for success—

8



by

JOSEPH COLLINS

THE DOCTOR LOOKS AT LIFE AND DEATH

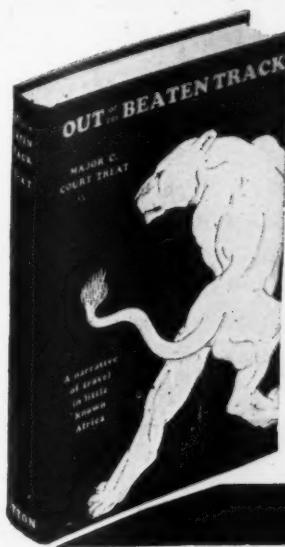
Because it is the most important and final book in the "DOCTOR LOOKS —" series; because each of them has been a consistent best seller; because he believes that the sexually abnormal individual is not more important than the people and conditions that produce him and proves his point in a series of brilliantly treated case histories; because he attacks shams and perverted preachings and sets up a program, for the individual and for society, for better living and a healthy mental outlook; and because he understands men and women, and talks to them bravely and helpfully.

October 8th — \$3.00

PREVIOUS PREVIEWS:

- # 1 Alec Waugh
Most Women
- # 2 Upton Sinclair
The Wet Parade
- # 3 Sophie Kerr
In for a Penny
- # 4 Margaret Sanger
My Fight for Birth Control
- # 5 DuBoise Heyward
Jasbo Brown
- # 6 Floyd Dell
Love Without Money
- # 7 Lizette Woodworth Reese
The York Road

**FARRAR & RINEHART,
9 East 41st Street, New York**



EDWARD GARNETT says: "This is a delightful book—the best of its kind we have met with. What distinguishes it is the author's peculiar interest in and love for animals and natives. The book is full of adventures."

OUT OF THE BEATEN TRACK

By MAJOR C. COURT TREATT

A narrative of travel in little-known Africa. *Armed only with spears*, Major Treatt and his native followers explored the trail of the elephant between the Upper Nile and the Equator. The result is a book as remarkable for its thrilling adventures as its photographs. September 18th.

Illustrated, \$4.00

The Dutton Prize Book for October

PIRATE'S PURCHASE

By BEN AMES WILLIAMS

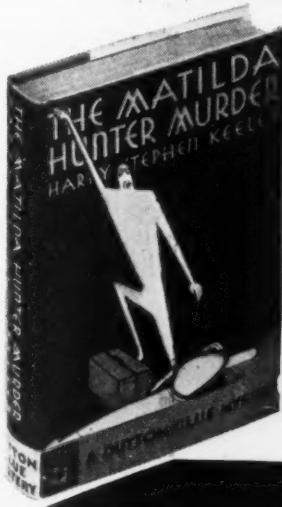
Author of "Splendor," "The Silver Forest," etc.

Something new in the realm of mystery—romance—and adventure—Invented by Ben Ames Williams for the delight and entertainment of seekers of the unusual in fiction. The story revolves around a pirate masquerade ball on an island off the southern coast, interrupted by the kidnapping of three guests. From then on, the action shifts to the high seas and follows fast and furiously. First-rate fiction entertainment. October 2nd. \$2.50

THE ADVENTURE OF MANKIND

By EUGEN GEORG

A gigantic panorama of the evolution of the universe and the mutations of mankind, and a challenge to our western world of applied science and rationality. Eugen Georg treats of art and religion throughout the ages, the rise and fall of nations and cultures, the birth and death of universes, worlds and plants, the saga of lost Atlantis, the puzzling similarity of the South American Indians' culture to that of Egypt. Astronomy, geology, history, and even the more occult disciplines are pressed into service to prove that the adventure of mankind has been and is destined to remain more marvellous and glorious than the most daring predictions of its prophets. September 25th. \$5.00



A feast for detective story fans!

THE MATILDA HUNTER MURDER

By HARRY STEPHEN KEELER

Over 250,000 words, the equivalent of three average length mystery novels are contained in this one volume. Never before published in any form whatever. With Keeler, the "Master Mystery Maker," whom the American News Company ranks with Oppenheim, Wallace, and Van Dine, at his thrilling best! October 2nd. \$2.50

The Dutton Prize Clue Mystery for October

P. S. Be sure you have enough first edition copies of A. A. Milne's first new novel "TWO PEOPLE," coming October 9th. All Mr. Milne's previous books are collector's items.

E. P. DUTTON & CO., Inc.

September 18 **Dodd, Mead** will publish



*A Fine
New England
Love Story*



*Graustark
Up-to-Date*



*America's
Most Popular
Newly Weds*

NEW YORK

SILVER LEY

By ADRIAN BELL

This novel has unusual possibilities for a wide popularity among the same readers whose enthusiasm brought such success to Priestley's *The Good Companions*. It is an absorbing chronicle of English farm life—its charms and labors—replete with lively action and fascinating people.

\$2.50

WINDYMERE

By ALICE ROSS COLVER, *author of "The Dimmest Dream," etc.*

A gripping story of a woman's indomitable struggle to keep her ancestral home, and of two young lovers in a setting of wind-swept hills and blooming orchards. \$2.00

DAGGERS AND JEWELS

The Gorgeous Adventures of Benvenuto Cellini

By WILLIAM DANA ORCUTT

The dashing adventures and brilliant achievements of the great artist and lover, told with color and spirit, and going beyond the famous "Autobiography" in its interpretation of his versatile genius, and in its portrayal of the men and women surrounding him.

\$2.50

THE EMERALD NECKLACE

By ANTHONY PRYDE and R. K. WEEKES

A modern Graustark—smart romance, action and suspense, against a colorful background. Passions spin the plot—the characters are living and humanly real. \$2.00

SILVER STAR

By JACKSON GREGORY, *author of "Sentinel of the Desert," etc.*

A powerful "two-gun" story of the killing of old Steve Cody in Granite Gap just after he had been elected sheriff by a close majority over Vargas, the gang leader. A western novel with punch and action.

\$2.00

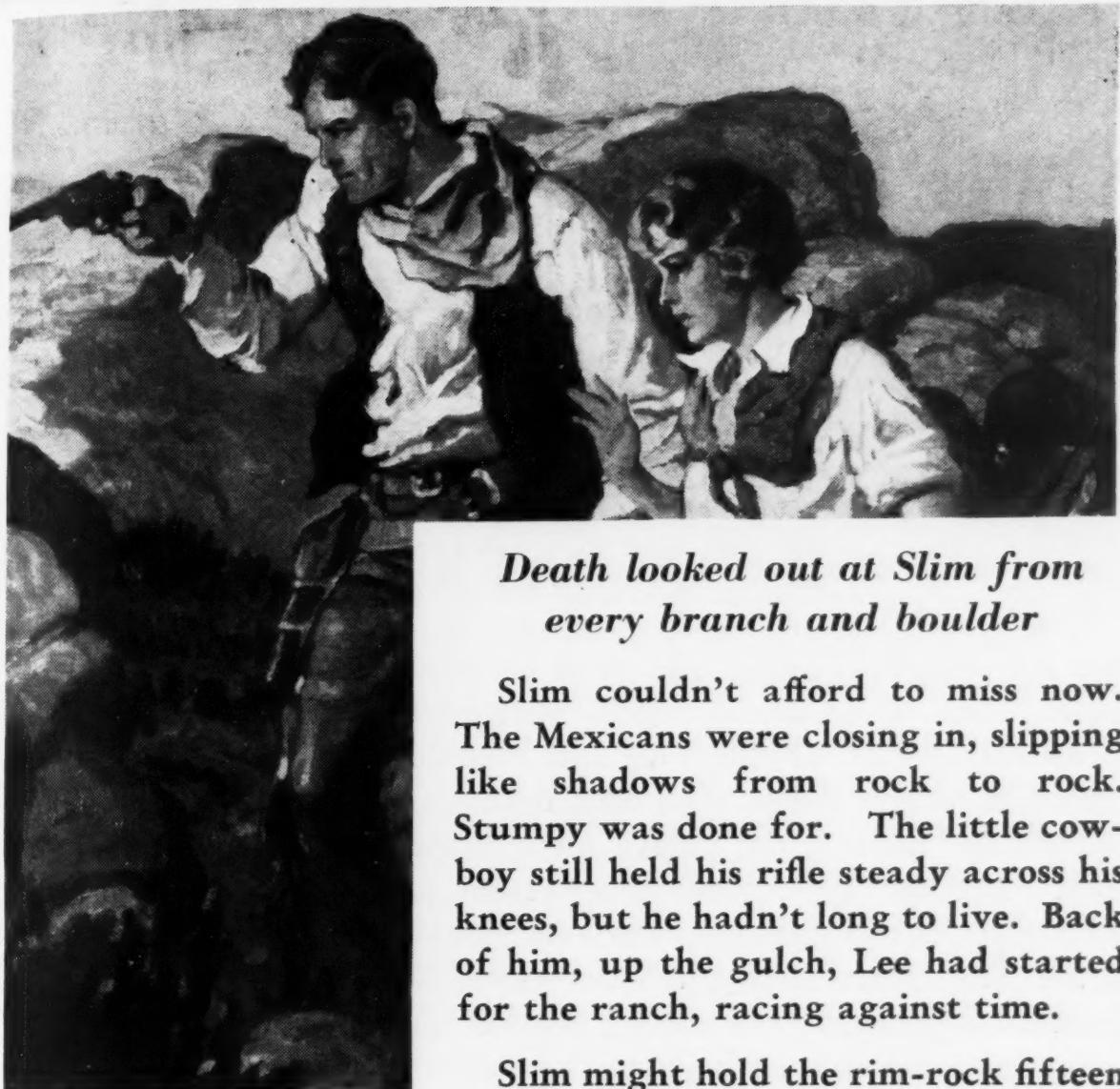
DOT and WILL at HOME

By FANNIE KILBOURNE

Further engaging marital adventures of two of the most winning, natural and popular young people in modern fiction, the delightful Dot and Will.

\$2.00

DODD, MEAD & COMPANY 449 FOURTH AVE.



*Death looked out at Slim from
every branch and boulder*

Slim couldn't afford to miss now. The Mexicans were closing in, slipping like shadows from rock to rock. Stumpy was done for. The little cowboy still held his rifle steady across his knees, but he hadn't long to live. Back of him, up the gulch, Lee had started for the ranch, racing against time.

Slim might hold the rim-rock fifteen minutes—with luck twenty-five. Would that be enough, he wondered. Just now the Mexicans seemed ominously quiet. . . .

*You'll feel the thrill
that Slim felt when
you read*

BEYOND THE RIO GRANDE

By William MacLeod Raine

And if you are a judge of Western fiction, or if you remember "Man-Size" and "The Yukon Trail," you'll know that Raine can write Western stories that will make shivers run down your spine.

HOUGHTON MIFFLIN COMPANY welcomes back William MacLeod Raine with this bang-up story. Price \$2.00 (Sept. 30th)

PRICE \$2.00

ANNO

THE

GUARAN

COTTAGE SINISTER

By Q. PATRICK

Into the peaceful English village of Crosby-Stourton, with its quaint, rustic charm, there comes a grim visitor—Death! Without regard to social status—in baronial hall and humble cottage—he strikes, not once, but several times. And each time his victim is a woman. Terrified and bewildered, the village turns to Scotland Yard for aid. The great "Archdeacon" comes down from London to investigate this baffling series of mysteries. But even he is powerless to stay the hand of the Grim Harvester or to offer any solution of these strange and sinister happenings. The ending is swift and exciting, surprising and unexpected, yet entirely logical. The characters are real. They actually live. An exquisitely original romance enlivens the story. You will agree with us that this is

"NOT JUST A BOOK BUT A GOOD BOOK."

ORDER FORM*

THE BAKER & TAYLOR CO.,
55 Fifth Avenue, New York, N. Y.

Gentlemen: Please send me copies of COTTAGE SINISTER by Q. PATRICK. Price \$2.00 per copy.

{ Charge my account \$.....
} Enclosed find \$.....

Name.....

Address.....

Ship Via

* It is understood all unsold copies are returnable to publisher, within (90) days for full cash credit.

ENCOURAGING THE FIRST GUARANTEED BOOK

OCTOBER 17th

Dear Bookseller:-

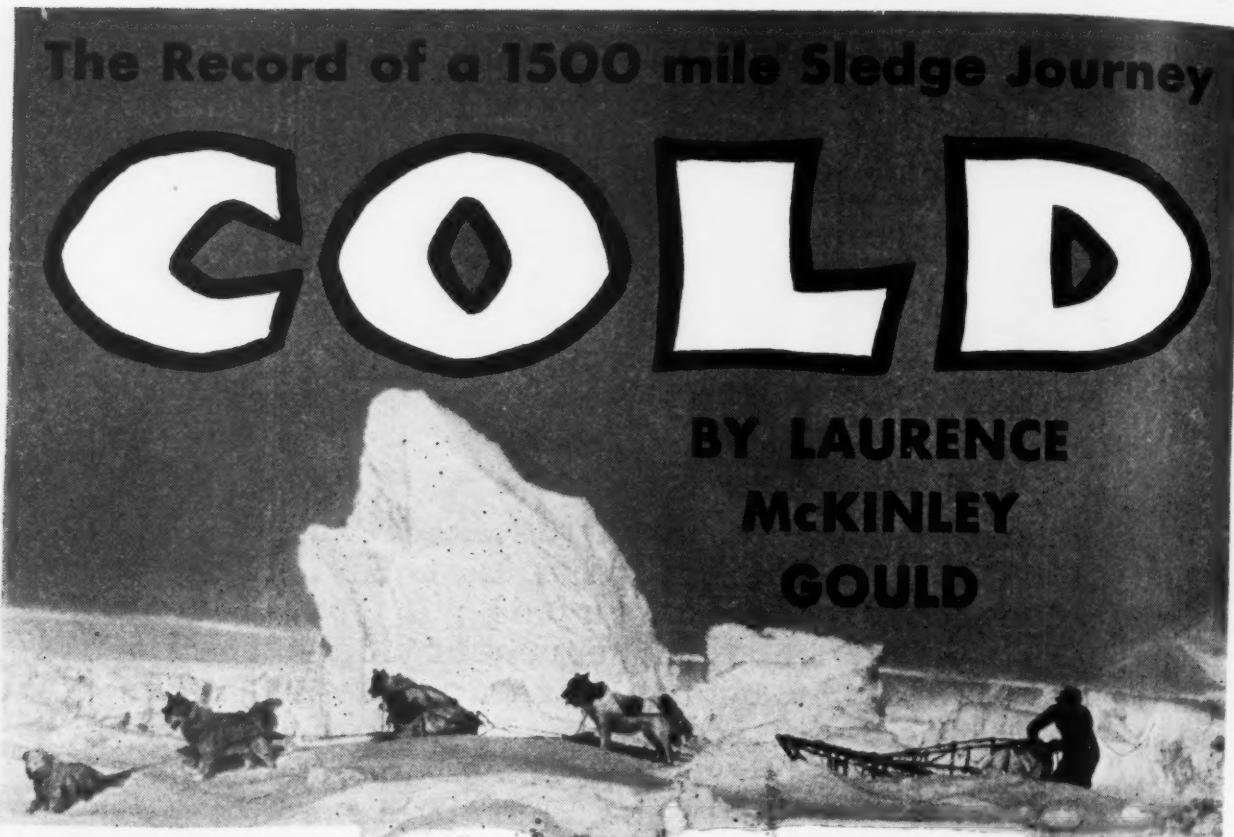
When the Convention of THE AMERICAN BOOKSELLERS ASSOCIATION met at Philadelphia last May, there was a great deal of discussion on the subject of GUARANTEED books. As we were in search of ideas that would enable us to aid the booksellers in solving their sales problems we listened eagerly to all that was said. Since then we have had the plan constantly in mind, hoping to evolve means whereby we could join you in giving this scheme a fair and adequate trial. We have concluded the only way to prove the workability of GUARANTEED books is to try it.

Our GUARANTEE is unconditional. We say to the bookbuyer that he may return his copy of COTTAGE SINISTER to you and select another book from your stock. There are no restrictions attached. He must be satisfied with the story or he need not keep it. We feel safe in making this GUARANTEE because we have selected the best book we could find from a large number of manuscripts submitted.

We hope we may look forward to your co-operation to the extent of giving COTTAGE SINISTER the benefit of your display and sales facilities. We intend to back it to the limit with consumer advertising which will appear in newspapers and periodicals and, otherwise, do all possible to make the public aware of this book. Booksellers from various parts of the country have written us stating their willingness to give this plan a chance to succeed. May we count on you?

ROLAND SWAIN COMPANY, Publishers
168 West Queen Lane,
Philadelphia.

SALES AGENTS
THE BAKER & TAYLOR COMPANY
55 Fifth Avenue, New York



LARRY GOULD

"His was the outstanding personal achievement of the trip."—
ADMIRAL BYRD

TO BE PUBLISHED
OCT. 16th

AT last the world can read one of the greatest narratives of Antarctic adventure ever told—the story Byrd hinted at in his own account—the complete story of the amazing trip of exploration. 1500 miles by dog sled into the heart of the Antarctic, written by Gould himself, with the whole record of his discoveries—among them the world's largest glaciers, never before seen by man.

COLD is a book of heroism, adventure and discovery that will stir the blood of every reader. Ask for the striking colored poster and imprinted circulars when you order your stock of COLD.

(Price \$3.50)

BREWER, WARREN & PUTNAM, Inc.

6 East 53rd Street, New York



HERE'S WHAT THEY'VE BEEN ASKING FOR—
Action on Every Page!



Here's a book that starts with two mysterious bullets on Page 1, and races through 352 pages as thrillingly written as Jack London, as packed with action as James Oliver Curwood. Remember *The Flaming Forest*, *The River's End*—how they created whole popular reading vogues—discovered readers who seldom read anything else. This author is of that calibre. He gives people what they want nowadays—recreation, excitement, escape! Probably 60,000 read *Heart of the North*, his last book. We believe there's plenty of money in his new one for every watchful bookseller who will give it space, display and a friendly word!

**SINGER
OF THE
WILDERNESS**

**WILLIAM
BYRON
MOWERY**

He is the son of a trapper. He has flown all over Canada, mushed it with snowshoes, paddled it by canoe. He has won honors in science, particularly in entomology. His new book appeared serially in *Red Book*, where it was a headliner.

Coming Sept. 24th. \$2.
DOUBLEDAY, DORAN

Quality Non-Fiction



INHERITANCE

by JOHN DRINKWATER

In his account of the yeoman life of English publicans, farmers, coachmen and coachmasters of the eighteenth century Mr. Drinkwater has attempted—from personal recollections, traditions and documents to reconstruct a past phrase of English society and gives us a vivid picture with many intimate details. *Illustrated.* October

\$3.50

ANCIENT AMERICANS

The Archaeological Story of Two Continents

by EMILY C. DAVIS

The co-author of *Magic Spades* has written the first book to tell the whole ancient story of North and South America. Here are vivid pictures of the Incas, Aztecs, Mound Builders, Cliff Dwellers and others. That Miss Davis does the work of reporting archaeological discoveries to the daily press will reassure the lay reader that the book is written in terms of his understanding. *Illustrated.* October.

\$3.50

HUDSON'S BAY COMPANY

by ROBERT E. PINKERTON

Here is the first popular account of the "Company of Gentleman Adventurers trading into Hudson's Bay" to be written in twenty-five years. The author, living in the heart of the bay country, has given a true picture of this remarkable institution, laying special emphasis on the exciting human elements of the story. October

Illustrated \$3.50

*The Life and Death
of La Salle*

by FRANCES
GAIHER author
of *The Painted Arrow*



THE PEOPLE OF THE LEAVES

by VIVIAN MEIK

The author discovered and lived among a Bengalese aboriginal race, the most primitive known to science. He has written of their customs—their fears, their rare laughter, the eerie grace of their tribal dances. "Good red facts are here, and fiction could not be more artfully written."—*News Chronicle*, London. *Illustrated.*

September 18th. \$3.00

FATAL RIVER

This dramatic narrative of the career of the French explorer furnishes a fresh and different picture of the man. It is a highly readable biography, crowded with colorful characters and exciting deeds; with much material drawn from original sources. *Illustrated.* Sept. 18th. \$3.00

HENRY HOLT AND COMPANY
ONE PARK AVENUE, NEW YORK

Quality Juveniles

SEA DOGS OF TODAY

by ALAN J. VILLIERS

rs, coach the author of *By Way of Cape Horn*, etc., has written a real story of the water today, its ships and the men who sail them, that will appeal strongly to youthful readers of all ages. Illustrated. October. \$2.50



AMONG THE LEAVES AND GRASSES

written and illustrated by DOROTHY WAUGH

"I am very keen indeed over the galleys of *Leaves and Grasses*. It is an unusual book and one we shall welcome. . . I don't think we have any book in which the drama of the insect world is so vividly shown."—Bertha E. Mahony. Four-color printing and illustrations throughout. October. \$2.50

Quality Fiction

HEADLONG

by GENEVIEVE PARKHURST

An engaging novel of the problems of the modern woman "on her own", by the author of *The King In The Making*. The readers of Temple Bailey and Kathleen Norris will enjoy *Headlong*. October. \$2.00



AN ELEGANT PECCADILLO

by
GEORGE RHEIMS

A conscienceless rascal for the hero, fine escapades, light but lovely ladies, and pleasant diableries make this picaresque novel a highly salable item. Illustrated. September 18th. \$2.00

FLAX: POLICE DOG

by SVEND FLEURON

The author enjoys the widest popularity on the Continent. His book *Kittens: A Family Chronicle*, with a Foreword by Carl Van Vechten, created a stir among animal lovers and the literati. This delightful novel, which all who love dogs—and who does not?—will relish, re-introduces Fleuron to the American public. Illustrated by Cecil Aldin. October. \$2.50

CAT
LAND
FEATHER
by
DON BASIL

Introducing a new and outstanding mystery writer. "A most original plot, told with effective restraint unusual in thrillers. There is plenty of natural action" —Sunday Referee, London
September 15th. \$2.00

COMPANY
NEW YORK

LATE BOOK NEWS

The King

Vol. 1—No. 1

LOVE IS A RACKET

JAMES' NOVEL RECOMMENDED BY WINCHELL AND FAITH BALDWIN

Rian James, author of "Dining in New York," has emerged on the fiction side with an unmistakable best seller, **LOVE IS A RACKET** (\$2.00)

In this novel, a racy, hard-boiled commentary on the personal affairs of a newspaper leg-man, James has made full use of the Broadway background with which he is so familiar. The story concerns

a reporter who "does Broadway" for his sheet, who has to stand in right with racketeers and touts who has to give up his girl to a big shot, who has to extricate her from a big hotel murder case and

then send the biggest story of his reporting career to the hell box (limbo of unprintables). Here in the form of a novel Rian James at last releases what would have been the biggest newspaper explosion in history.

STEPCHILD OF THE RHINE

On the Recommended List of the Book-of-the-Month Club News

An Autobiography by OSCAR LUDMANN

Oscar Ludmann an Alsatian tells his experiences in this stirring autobiography. We see Ludmann as an Alsatian school boy in 1914, when war threatened to destroy Alsace-Lorraine. Here is a most unusual revelation of the thoughts and actions of an Alsatian who was trapped between the fires of France and Germany. \$3.00

ALFRED H. KING • TRADE AND EDITORIAL OFFICES

432

Gazette

LATE BOOK NEWS

New York City

A RACKET!

WINCHELL
RECOMMENDS

Says Walter Winchell: "LOVE IS A RACKET by one of the better "James Boys" is one of the better novels."

PRAISE FROM
FAITH BALDWIN

Says Faith Baldwin: "A perfectly thrilling book. No wonder they call Rian James one of Broadway's liveliest chroniclers. I read LOVE IS A RACKET from cover to cover in one sitting."

Warner Brothers
To Make Picture

The picture rights to LOVE IS A RACKET have been purchased by Warner Brothers.

ers for a picture in which Dick Barthelmes will star.

Tiger Bayou
Catches On

Readers are finding that TIGER BAYOU by Nevil Henshaw strikes a new note, and like it. The author, well known for his stories in "Adventure", has come through with a fine novel. This dramatic story about the Cajuns of Louisiana is one that you can recommend with assurance to your better clientele.

New Anthology by
Joseph Lewis French

A rare volume of Americana, dealing with glamorous villains who held the public eye before the gangster came, has been complied by Joseph

Lewis French, the veteran anthologer, under the title, A GALLERY OF OLD ROGUES. Some of the writers represented are Mark Twain, Owen P. White, Al Jennings, Edward Van Every, Donald Henderson Clarke.

Encumbrances Fea-
tured at Philadelphia
Bookshop

Aylwin L. Martin's new novel, ENCUMBRANCES, has been stocked by all Philadelphia bookshops. Brentano's is giving a window display for a week. It is an action story of a Carolina planter family in an era of rebellion and intrigue. Although the author is a Philadelphian, his novel is set in the South, and his theme is vital to all Americans.

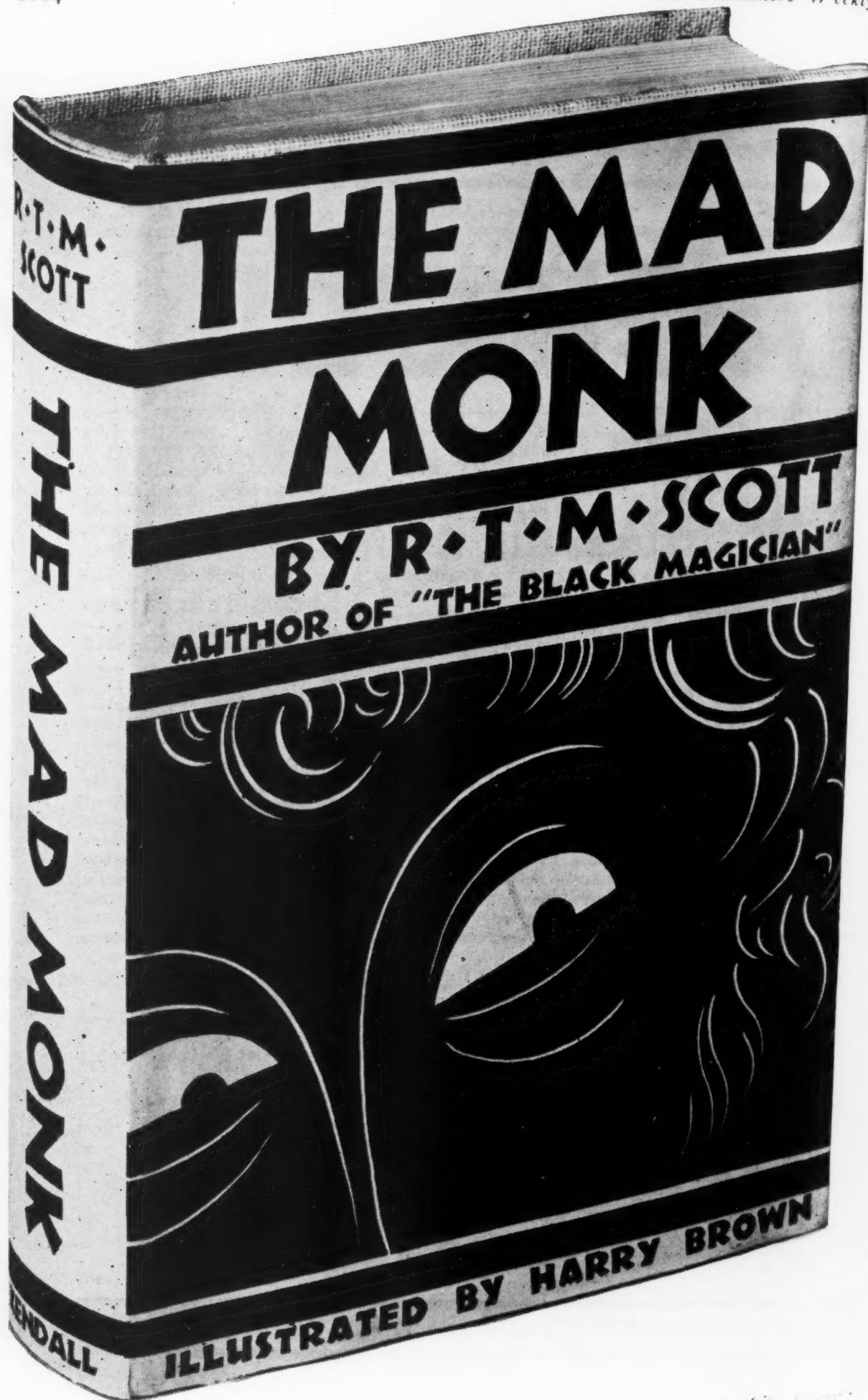
BAD MAN'S TRAIL

by ELI COLTER

(Author of "The Adventures of Hawke Travis")

Westerns are in demand again; and here is one that looks good. Eli Colter's tale of the doings of a good Montana "bad man" is an action story of dash and romance.

\$2.00



We suspect it will sell —

And that's our candid opinion, shorn of all blurb.

That was also, if you remember, our candid opinion of THIRTEEN MEN (13 printings) FOR MEN ONLY (7 printings) and CALL HER SAVAGE (6 printings).

When the manuscript of THE MAD MONK first came into the office we read it and were enthralled. Here was a spellbinding story told swiftly, brilliantly. We tried it on a few friends: *such enthusiasm!* We tried it on one of the wisest book editors in the business: he predicted *big sales!*

What is it about? Briefly, it's the story of the strange youth who became, by virtue of supernatural powers, the master of a world empire. It reveals a new and startling solution for the enigma of his personality . . . a sensational solution that *history cannot contradict!*

The author is internationally known. One of his novels, THE BLACK MAGICIAN, has already been published in the United States, England, France, Germany, Sweden, and India. In addition, it has been serialized and syndicated in newspapers and magazines throughout the world, has been dramatized and produced both here and in London, and will soon be filmed. Every one of Major Scott's previous books has sold four or more printings.

Format: Large 12mo, bound in unbleached linen, stamped in brown foil, stained top, with decorative end-papers and seven full page illustrations by Harry Brown.

Publication September 25th. Price \$2.00. Generous trade discounts. Vigorous promotion. Be sure to have stock on hand. Mail or wire your order.

CLAUDE KENDALL • 70 FIFTH AVENUE • NEW YORK

To be published October 20

BEHIND THE SCENES WITH OURSELVES

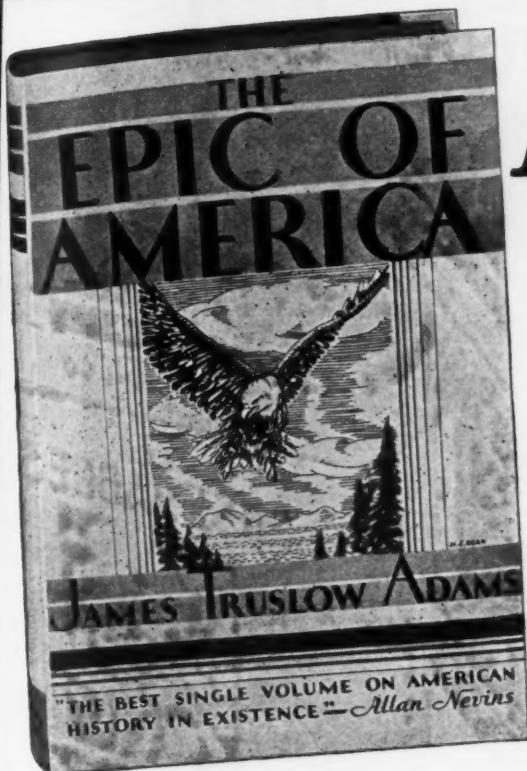
BY CARL RAMUS

Common sense is the distinguishing feature of this "free-lance study" of everyday psychology. Dr. Ramus sees the world as a stage on which every one of us is consciously or unconsciously playing a part more or less foreign to his real nature. Why all this play-acting? Why these shams and make-believes, these passing shows, styles and conventional attitudes? In order to answer these questions helpfully and usefully, Dr. Ramus takes his readers behind the scenes with themselves and shows them what makes them act as they do. Here in concrete, tangible terms are exposed the underlying psychological causes that motivate dreamers, gossips, snobs, censors, social and sexual misfits, sticklers for respectability, criminals of various sorts, men and women who are over-emotional, who hate athletics, who are chronic invalids, who cannot face facts about themselves, and all who for any out of hundreds of reasons are out of tune with themselves. Readers who are honestly anxious to understand themselves and their neighbors better will find **BEHIND THE SCENES WITH OURSELVES** a reliable, informative and always interesting incentive to this important study.

PRICE \$3.00

THE CENTURY CO · NEW YORK

Publishers of The New Century Dictionary



Postponed
from
September 11th
to
September 30th

JAMES TRUSLOW
ADAMS'

THE EPIC OF AMERICA

A WORD OF WARNING:

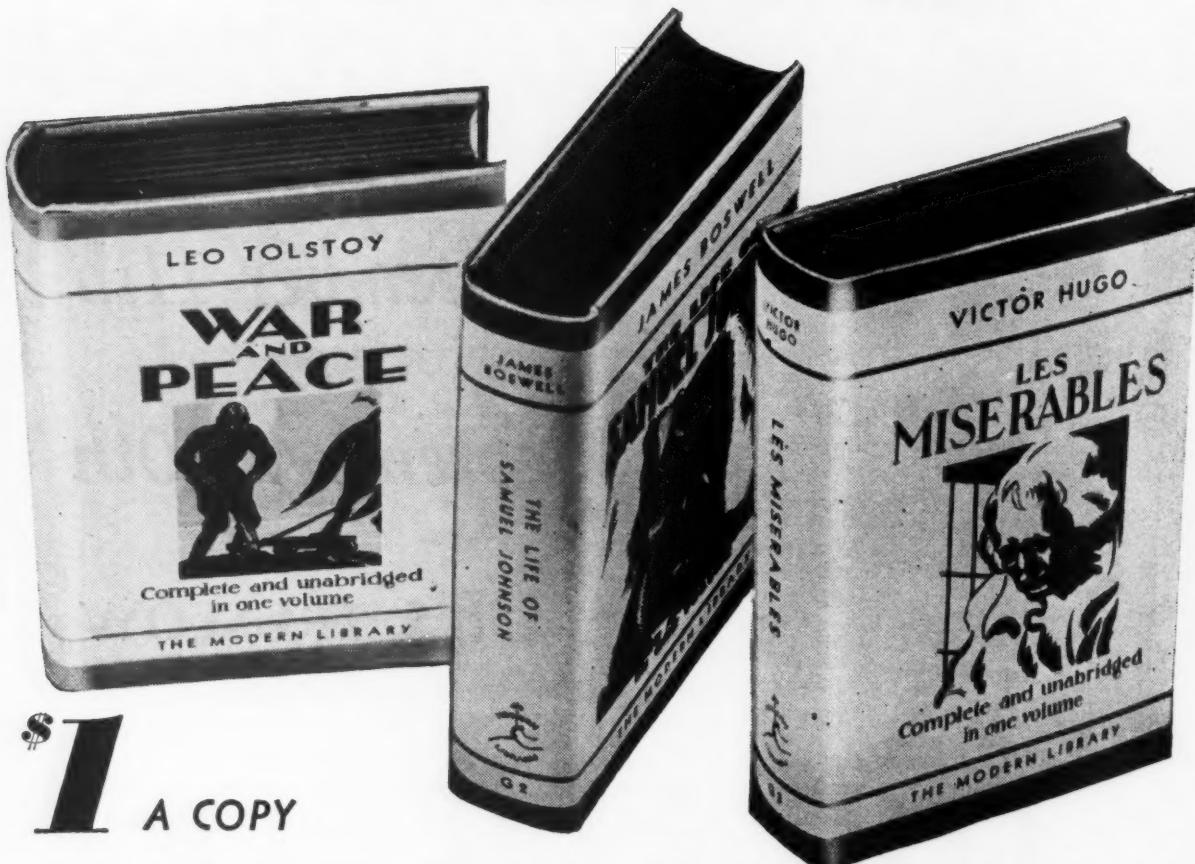
Because of large printings made possible by its selection as the October Book-of-the-Month the price has been reduced from \$4.00 to \$3.00.

When these printings are exhausted the price will have to be raised — probably to \$3.75.

An Atlantic Monthly Press Book

Boston LITTLE, BROWN & COMPANY Publishers

Ready September 25th



\$1
A COPY

MODERN LIBRARY GIANTS

TOLSTOY'S
WAR AND PEACE
1146 PAGES

BOSWELL'S
LIFE OF JOHNSON
1200 PAGES

VICTOR HUGO'S
LES MISÉRABLES
1222 PAGES

FULL LIBRARY SIZE—COMPLETE AND UNABRIDGED

The Two September Additions to the Modern Library List

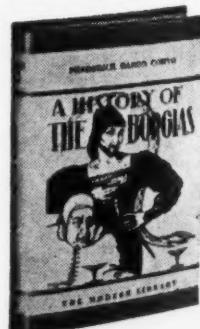
Have you sent in your order for these titles?



DEATH COMES FOR THE
ARCHBISHOP

By Willa Cather · 191

A HISTORY OF THE BORGIAS
By Frederick Baron Corvo · 192



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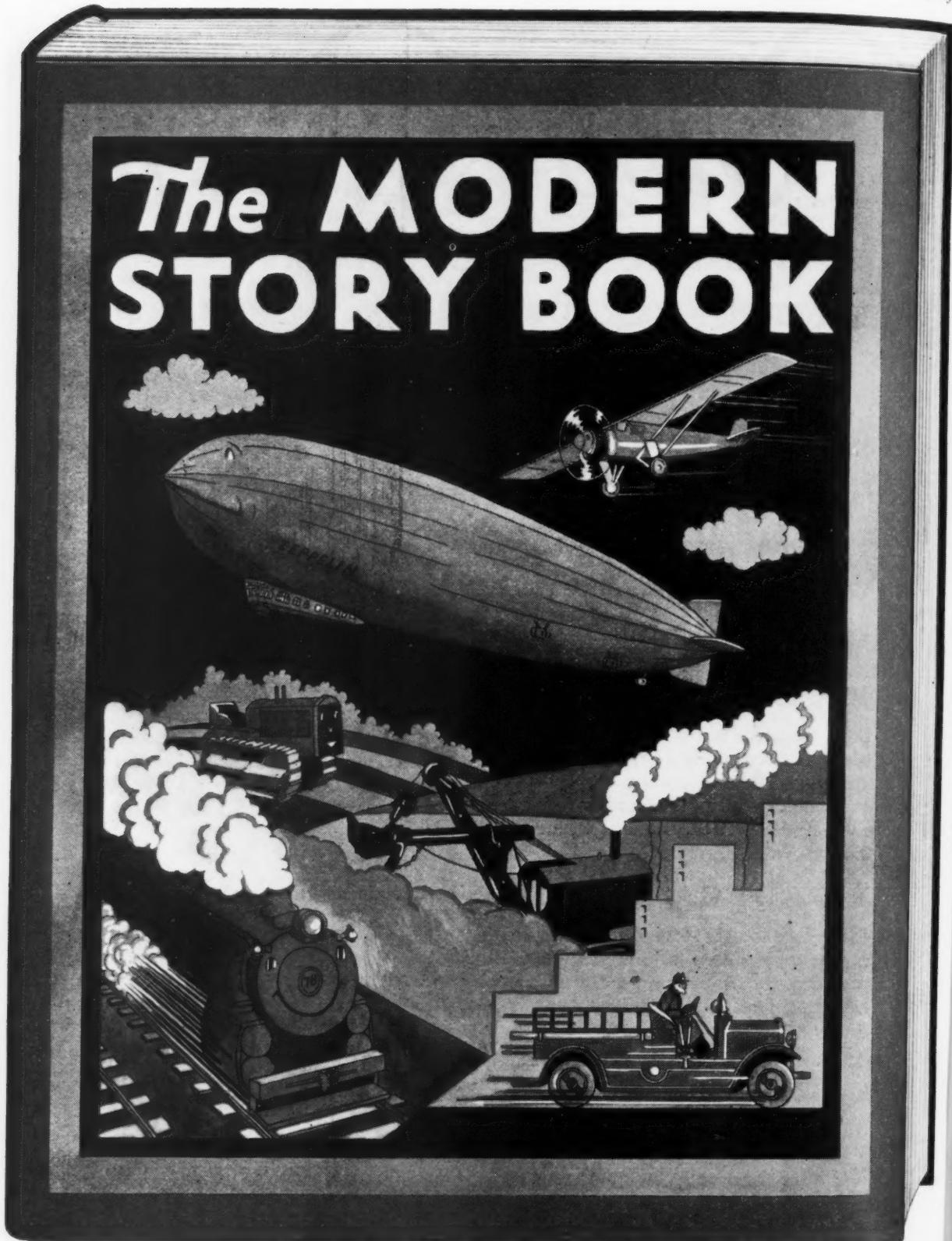
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With a Preface by

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of an important change in the

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BEGINNING Monday, September 14th, the daily book page of the New York Herald Tribune will appear in its new form. The change affects both its editorial and its physical makeup.

"The Conning Tower" of F. P. A. will move from the editorial page and, beginning that day will appear in wide measure and full depth on the book page. The daily book column, also in wide measure and full depth will be written by Lewis Gannett and will include not only a

report on the leading book or books of the day, but also general literary news and correspondence. The book page itself will be the first right hand page following music and drama.

• • •

Without doubt the change will stimulate greater interest among regular readers of the page, with the addition of the constant—and literate—following of F. P. A., and the rest of the book-minded public in the city and throughout the country.

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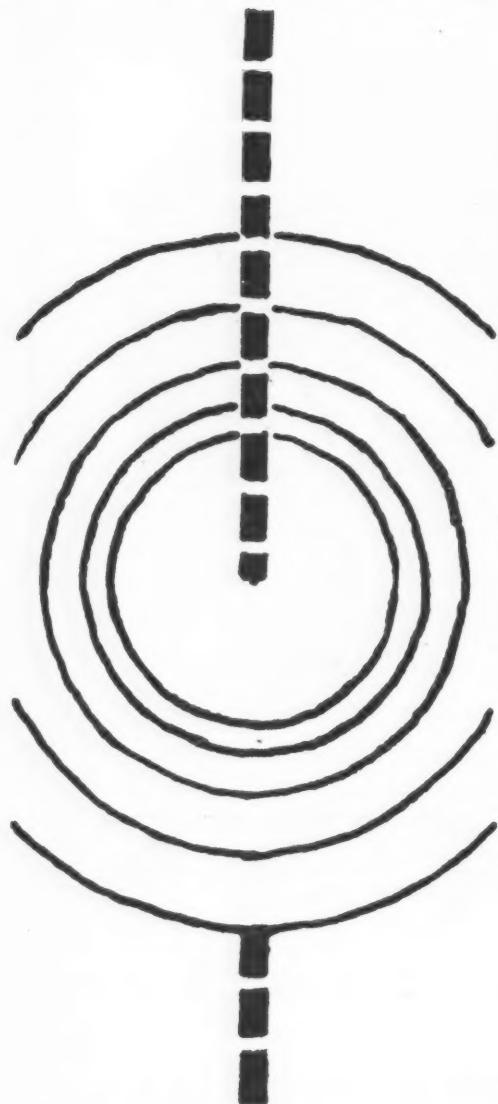
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The PUBLISHERS' WEEKLY

THE AMERICAN BOOKTRADE JOURNAL

NEW YORK, SEPTEMBER 12, 1931

How a Large Library Buys

Albert C. Read

Principal of the Order Department, Los Angeles Public Library

The Budget

As a preliminary to the commencement of the new fiscal year it is usually incumbent upon the Librarian and Board of Directors to prepare and lay before the Mayor and City Council an operating budget of all expenses for library maintenance. Included in this will be an item headed "Books" which will approximate in the case of the larger libraries from 15% to 20% of the total anticipated income. It is with the expenditure of this fund that the book buyer is concerned; and its proper adjustment between branches and departments, and its wise and judicious handling is his chief responsibility.

Book buying, whether for the bookstore or the library, is anticipating and fulfilling the demands of the public, and requires much the same qualifications on the part of the buyer. We both make our living by meeting the demands of our patrons, and failure in judgment results for both of us in dissatisfied customers and falling off in patronage. You who buy for commercial use measure your results by profits in the till, stock on hand at inventory once or twice a year, and "plugs" on your shelves. We of the library use a different measuring stick; circulation, turn over and "postal reserves" waiting are some of our standards of gauging success or detecting mistakes.

The duties of the library buyer are quite different from those of the head of the book department in a store. We do not make the actual selection, that is left

largely to the department heads of the central library, and the branch librarians; but we must have the same general knowledge of publishers, editions and authors; and the more we know of trade conditions, discounts, and retail book problems the better. In addition to this we must have a general knowledge of that vast field of literature since the invention of printing; be thoroughly familiar with all sources of supply for new and second-hand books, whether in English or foreign languages; secure reliable agents in all parts of the world, and have a practical working knowledge of foreign prices, coinage and exchange, shipping customs and rates, and business habits of the various countries.

To those in the trade it may seem easy enough for the library to bury its mistakes on the shelves and to substitute other books for the ones demanded; but as there is a limited amount of money to spend, each dead book means a needed one which we cannot have. The mere fact that our customers do not pay us for their books in no way softens the roar when they fail to secure what they want. A wrathful taxpayer is far more vociferous than a disappointed customer.—I expect that the free soup kitchens get more kicks than the Biltmores and the Ambassadors. After all, the customer is apt to recognize the fact that stores do occasionally run out of stock; that books cannot be carried if they are not obtainable; and can be persuaded that a book cannot be purchased until it is printed; but the irate tax-payer knows no

LOS ANGELES PUBLIC LIBRARY FICTION REVIEW

Author Chotzinoff, S.

Title Eroica

Publisher Simon & Schuster

Date 1930

Price 2.50

Period and locality

Subject Ludwig van Beethoven

Type: romantic, symbolic, realistic, psychological, expressionistic, humorous

Character delineation

Literary merit Good

Permanent value Yes

Effect on reader: wholesome, pernicious, cheerful, depressing, stimulating,
pleasant, offensive, dull, interesting, moralizing, trivial

Of interest to men, women, boys, girls Students of music

Recommended for Main Library, Branches, Deposits, Pay, Green diamond

Reason for purchase See above

Reason for rejection

Plot see over

Signature Gladys Caldwell

LOS ANGELES PUBLIC LIBRARY NON-FICTION REVIEW

Author Mencken, H.L.

Title Treatise on the gods

vols.

Publisher Knopf

Date 1930

Price

Illus.

maps

diagr.

indexes

bibl.

pp.

Subject or form History of religion

Scope From primitive times to the present

Sources Wide reading

Literary merit Very good

Popular, scholarly, technical, partisan, unbiased, dull, interesting

Of interest to adults, young people, students, teachers, specialists

Recommended for Main, Branches, Stations, Pay, Open Shelf

Author's qualifications

see over

Signature Mary Ives

FORM 111

Order cards showing typical checking of a fiction and a non-fiction title

limits to his demands, and recognizes no excuse for failure to produce the book requested promptly. Book dealers are permitted to be human, but librarians are expected to be magicians.

Book buying for a large library is not done as for a bookstore where you check the publisher's catalog for stock items and

go to the traveler's room to look over the new books and make up your order as you go along. With the library, buying is highly organized, and selection is the joint work of a group of trained and highly specialized experts. It is my purpose to describe briefly the methods used in one large library with the hope that the dealers may



Heads of Departments and Branch Librarians at Book Order Meeting which is held every Thursday Morning in the Staff Assembly Room of the Los Angeles Public Library

get a more accurate idea of our problems and appreciate the limitations and necessary restrictions under which we work, and a sympathetic toleration of our "red tape." I am describing principally our own methods and routine, but the work is much the same in all large libraries.

The first step in our year's work is making up the book budget, and this requires a complete review of the past year's performance. The general library budget comprising appropriations for salaries, binding books, and various other items of upkeep and improvement is first made by the Librarian and Board of Commissioners, and the head of the Order Department is then notified of the amount of money at his disposal. This he proceeds to spread among the various departments and branches in proportion to their needs as shown in their past year's work. Before this allotment is made, however, he must reduce this net sum of money which has been set aside to pay bills, to a gross figure representing the list price, since we charge against individual accounts before the orders are written in order to be able to check against our expenditure. The method of arriving at this gross amount is to figure the average discount secured the past year, making due allowance for changes anticipated in the ensuing twelve months. Thus if we should place seventeen and a half per cent as the calculated average we would figure that each thou-

sand dollars in the book fund would pay for \$1,142.83 worth of books, list price.

In making up this appropriation a certain proportion is allotted to the central library and the branches, but this figure varies from year to year as new branches are organized and central library conditions altered. The appropriation for the various branches is based upon a careful study of their record for the preceding year; and circulation, total book stock on the shelves and turnover are largely the deciding factors, but the age of the branch and the local conditions are also considered. By turnover is meant, of course, the average number of times each book in the library is circulated, and we have established a standard so that those over a certain figure should have a larger appropriation than the circulation alone would justify, to bring the turnover nearer the desired point. But this figure alone cannot be the deciding factor, because in a large branch which has been established many years a great proportion of dead stock will be found, whereas a new branch will turn over a much greater portion of its books, consequently a figure of 9 or 10 in the old branch may mean the same as 12 or 13 in the new one, but I shall not go further into this phase of the making of the budget at this time, as I am writing for the dealer rather than for the librarian.

After the budget has been approved the funds must be expended in certain propor-

tions. The central library departments will probably have a definite portion set aside for current new books: to be spent a certain sum each month, and a certain sum for standard replacements; while new reference books and filling in of back files of periodicals and publications of learned societies have their approximate allotments all of which vary from year to year; but a policy dictated by weak spots discovered the previous year is usually established before the year's expenditure is undertaken. If great demand for files of important and expensive series has been noticed, a larger sum will be set aside for that work and probably less spent on standard replacements.

The branch funds are divided into three parts and definite sums set aside for fiction, non-fiction and juvenile. Our standard figures are fiction 25%, non-fiction 40% and juvenile 35%, although these vary with conditions. For instance, juvenile may have the greater sum if its circulation is more than that proportion of the total, but is cut if it falls much short of 25% of the total circulation for the branch, and the difference made up from the non-fiction sum. Fiction almost always gets one-fourth of the total. Each of these separate allotments must be divided into new and replacements, with due consideration for necessary reference books. There is no specific division of non-fiction funds established by the librarian for expenditure by classes, but each branch librarian is supposed to work out her own ratio to suit local needs in history, travel, science, literature and the various classes as divided in the Dewey Decimal Classification, and these figures vary greatly with location. A branch in an industrial district, for instance, will spend far more for scientific and business books than the one in the fashionable residence neighborhood, which will lean more heavily upon literature, drama, history, biography and other subjects in which women are interested; while another branch will spend more heavily in foreign books, one neighborhood demanding Yiddish, another Spanish, and a third Italian or German.

Aside from this separation of funds there is still another limitation upon spending, and this is dictated entirely by business considerations. The money must be

spent at regularly dictated times. It is not practical that an undue proportion should be spent at one time, since there is an Order and a Catalog department which must handle every book purchased and these are functioning twelve months a year and must be provided with a reasonable amount of work each day, and for this purpose orders must be restricted to an amount which can be handled as it is received. With this end in view the money is divided into several portions to be expended during stated intervals. In this library we make three lots to be used: 35% by October 15th; 35%, by February 1st; and of the remainder we expect only enough left over at the end of May to provide for the few new books issued during June. It will be seen that we make our heaviest orders in the first two periods as we wish to clean up outstanding orders as far as possible before the close of our year June 30th.

Having set up our standards we begin our ordering on the regular established lines, considering all orders under one of two heads, New Books and Replacements.

New Orders

As previously stated, our purchases are separated into the two classes, New Books and Replacements, and separate divisions of the Order Department handle ordering of the different types, while a third division is concerned entirely with receipts, checking in books from bills and preparing the books for cataloging.

Selection of new books is made so far as possible by examination of the books themselves, and with this end in view our first effort is to secure approval copies for review. Standing orders are placed with the leading publishers for advance copies of their new books as soon as available, and one of the first copies of the press is supposed to come to us under this arrangement.

In order to bring the books to the attention of all concerned, we have a book review meeting every two weeks at which new book purchases are considered. The books are assigned to the various reviewers at least a week before the meeting, and a written review is required as well as a verbal summary occupying not over two minutes. The reviewing staff consists of

central library department heads and branch librarians, and such of their assistants as they designate as qualified to do such work. The books are assigned for review by the head of the department in which classed, in consultation with the head of the Order Department, but technical and special works are usually reviewed personally by a committee consisting of the First Assistant Librarian, the head of the Fiction Department and the head of the Order Department, and this committee has authority to reject at its own discretion without reviewing. This is also done with non-fiction at times, or sometimes a book which is not recommended for branches is purchased for the central library without having it come before the book review meeting.

The book review meeting begins at nine fifteen and ends as close to noon as possible, seldom running more than ten or fifteen minutes past the stroke of twelve. The first process in the order of procedure is checking the *Publishers' Weekly*, for which we carry sixty-five subscriptions, nineteen for the central library and forty-six for branches. The copies are checked by department heads for books wanted from publishers with whom we do not have advance copy arrangements, and all checking is transferred to a master copy for the Principal of the Order Department, who presides at the meeting. Each item is read out with a statement of the number of copies ordered and the department for which it is desired, and orders are taken for such books for branches.

Following this the books which have been sent out for review during the past two weeks are reviewed by classes, and each reviewer is asked not to consume over two minutes, but many books are done by the department heads in much less time.

Written reviews are left in the books. The books remain all day in the room in which the meeting is held, giving branch librarians ample time for examination.

Following the checking of the *Publishers' Weekly* the non-fiction reviews are read. This is done by classes, each department head reviewing her own subject. This portion of the meeting usually lasts till 10:30 or 11 o'clock, when a recess of ten or fifteen minutes is taken. The remainder of the time is consumed with the

fiction reviews, and adjournment generally comes about noon. Thirty to forty novels are frequently reviewed in this hour or hour and a half.

As each department finishes its reviews the principal calls attention to books which have been checked from other sources; foreign reviews, check lists or public demand. Order cards for all such items are at the meeting, and remain in the room until the end of the day.

A speedographed list of all books to be reviewed is prepared in advance of this meeting and each branch librarian attending is given two copies which are checked in duplicate, one to be sent to the Order Department, and the other retained against which to check receipts. Attached to this is a blank sheet upon which is written books wanted from *Publishers' Weekly* checking or other sources which were considered at the meeting. Thus the total expenditure for each branch is shown on these sheets, and errors may be readily checked.

Replacements

So far we have been considering only the processes which are involved in placing orders for new books, and by this is meant the initial order for a title in the entire system, the second order being considered a replacement, and handled on our regular schedule. We do, however, consider re-orders of very popular late books which go through the meeting as "rush" orders to consolidate quantity, and these also are listed on the sheets.

Regular replacements are made at stated times, each class being represented three times a year, the schedule for the coming year being sent out early in June. The adult schedule has been carefully thought out for combinations which will be the most convenient for department heads and for the Order and Catalog Departments. We combine, for instance, the comparatively light Philosophy with the heavier Fine Arts class, and separate as far as possible the three classes which must be prepared by the History Department.

Our first replacement schedule is as follows:

June 4 General works, — bibliographies, etc., Philology, Useful Arts.

Serials

June 18 Reprint Fiction and Novels of Distinction.
 July 16 Philosophy and Fine Arts.
 July 30 Sociology and Travel.
 Aug. 6 Religion and Natural Science.
 Aug. 20 History.
 Sept. 3 Standard Fiction.
 Sept. 17 Literature.

This is repeated twice, thus giving opportunity to replace all classes three times a year. It will be observed that the first two replacements are listed before the first of July, to enable us to get all the preliminary work done so that the orders may be written at the beginning of the new year in order that shipments may commence rolling in promptly and leave as little slack time as possible. It will also be noticed that we divide the fiction orders, which of course far outnumber any other class, and we consider as reprints only such items as are in print by *Grosset & Dunlap* or *Burt*.

A similar schedule is made up for juveniles, and this also is gone through three times.

July—Fiction.

August—Easy Books & Fairy Tales.

September—History, Travel & Biography.

October—All other classes.

Foreign orders are treated somewhat differently, since we order new books and replacements together; the more common languages, French, German, Spanish, etc., being ordered three times a year, while we only buy the less used, Danish, Czechoslovakian and other minor languages annually.

It is not of course possible to treat all our business in this routine manner, as new editions, "bargain lists," remainders, popular demand for novels being filmed, scientific discoveries and the like, upset all our regular procedure, and we try not to inconvenience the public merely to avoid trouble for ourselves.

One phase of library book buying which is least understood is the handling of serials. Under this heading are grouped all periodicals, year-books, directories, transactions of learned societies, and documents, whether American or foreign, state or municipal, either issued as separates or in series; whether purchased or free. This is an extremely important portion of the work and in this library is organized as a distinct division of the Order Department, and about one third of the departmental staff is permanently assigned to the Serials Division.

For serials we do not depend upon departments or branches to place orders, except for original subscriptions, but the division must keep track of due dates and jog for overdues, check government and state lists for new titles and fugitive pieces, and keep memoranda on all items as to treatment which are to be cataloged, treated as pamphlets or bound; series which are to be secured complete, and series of which certain titles are to be selected.

Some libraries separate serials under two heads, Periodicals and Continuations, but there are so many borderline cases which are difficult to classify that we combined the two several years ago, and are quite satisfied with the result.

Serial records are kept in a visible filing system, using printed forms on which may be checked date and number of orders, sources of supply and price, as well as receipts and departments and branches ordering and receiving. Attached to the cards are varicolored "flags" showing when orders should be placed or follow-ups sent. The technical details, elaborate checking and vast special knowledge required in this branch of library order work would be almost unbelievable to a person whose knowledge of magazines and serials is limited to sending a money order for two dollars for the *Post*, or writing his Congressman for a free pamphlet on garden work.

Warne Celebrates Half Century

THE year 1931 sees the fiftieth anniversary of the establishment in America of the house of Frederick Warne & Company, Inc., a firm that has written an important part in the history of book publishing, English and American, especially in the production of children's books.

P. C. Leadbeater directed the American business for forty years until his retirement in 1921, when he was succeeded by Edward G. Dumahaut, associated with the business for many years, and in turn he has been succeeded as director by Arthur L. Treble, the business being reincorporated in 1930 with the title of Frederick Warne & Company, Inc., and Mr. Dumahaut assumed the duties of Secretary and Treasurer.

The old English house of Warne was an outgrowth of the enterprising firm of Routledge, Warne & Routledge, which in the middle of the last century entered energetically into the publishing of books for a popular market, including their Railroad Library, which ran into hundreds of volumes. In this firm was the brother-in-law of George Routledge, William Warne; and later Frederick Warne, the brother of William, was taken into the business. On the death of William the firm was dissolved and the business of Frederick Warne & Company was established in June, 1865, in the busy center of Bedford Street, Covent Garden, the address that it still keeps today.

Among the earliest publications of the firm were "Golden Leaves from the American Poets" with an introductory essay by Alexander Smith and Nuttall's Standard Dictionary, which was an extremely successful undertaking having sold to date over a million copies, and the Chandos Classics, a widely distributed series of the works of poets and other volumes of standard literature.

In the third year of its business the firm entered into the field of children's books with "The Robin's Christmas Eve," 30,000 of which were sold in the first year. But the fame of the firm must, to a great extent, rest on its connection with the publishing of beautiful picture books, especially those of Kate Greenaway, Caldecott, Crane, Leslie Brooke and Beatrix Potter. Kate Greenaway's drawings were engraved on wood and printed in many colors by Edmund Evans in London, who was closely associated with the artist in all the problems of producing her books. Of "Under the Window" 20,000 copies were printed, a large edition for any book, and it was exhausted before another edition was ready. Reprinting was kept up until 70,000 copies were printed, and there were editions with French and German text. The German books are still reproduced by the firm of Evans. This year, 1931, two



From a new edition of "A Day in a Child's Life" with the famous Kate Greenaway children

old favorites, "The Queen of the Pirate Isle" and "A Day in a Child's Life" are being reprinted.

About the same time the inimitable picture books of Randolph Caldecott and Walter Crane were produced on similar lines. This trio may well be called the pioneers in the art of illustrating children's books.

Another author and artist whose works have been great favorites for many years is Edward Lear. His "Nonsense Books" are still in great demand.

Of the more modern artists whose names have become household words in the nursery are Leslie Brooke and Beatrix Potter.

The first of Leslie Brooke's books published in 1897 was "A Nursery Rhyme Book" edited by Andrew Lang. This work was based on "Halliwell's Nursery Rhymes" and with Leslie Brooke's beautiful line drawings soon became regarded as standard "Mother Goose." This was followed by Leslie Brooke's interpretation of Edward Lear's "Nonsense Songs" with illustrations in line and color. This talented artist then produced "The Golden Goose Book" the immortal "Johnny Crow's Garden," "Johnny Crow's Party"; "The Ring O'Roses," all of which have run through several editions. His latest work appeared in 1930 when he illustrated Robert H. Charles' clever story in verse "A Round-about Turn."

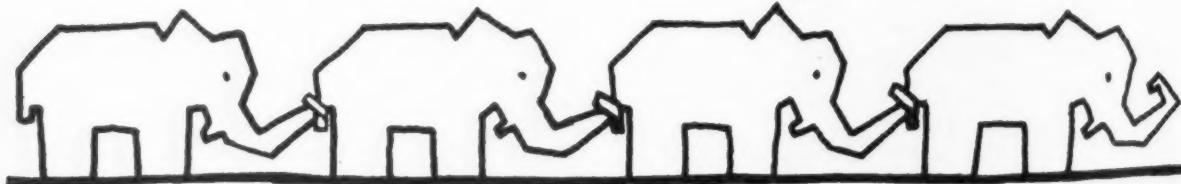
In 1902 Beatrix Potter's "The Tale of Peter Rabbit" was published and immediately became a favorite with American children, and in fact of children all over

the world, for "Peter" has been translated into many languages. This year he makes his bow in Spanish. To enumerate all the titles of Beatrix Potter's books for children would occupy too much space. The various imitations of this famous series that have appeared are sure evidence of her hold on the affections of little children.

Other distinguished illustrators whose work has appeared under the imprint of Frederick Warne & Co., are H. M. Brock, Francis D. Bedford, Frank C. Papé, Lawson Wood, etc.

This galaxy of childrens' books has rather tended to eclipse somewhat the list of general literature published, including such works, as Lydekker's "The Royal Natural History" in six volumes, "Wild Life of the World" in 3 volumes, Nuttall's Encyclopaedia, Flags of the World, the Chandos Classics and so forth.

Realizing that the modern child needs new books of today as well as the classics of yesterday, the policy of the house has been changed on its fiftieth anniversary. This year for the first time the list is about equally balanced between new American picture books and juveniles and with importations from the parent house in London. Among the American titles issued, or to be issued this year, are "Nature Rambles" by Oliver P. Medsger; a picture book for young children "The Patchy Zoo" and a mystery story for older children "That Missing Deed." With this change of policy the house, on its fiftieth anniversary, looks forward to expansion and new activities.



From "The Patchy Zoo," a very contemporary juvenile on Warne's fall list

Specialized Selling

E. Stanley Orris
of Winnipeg, Canada

IN our shop we are especially interested in how to sell books to people who rarely enter a shop and who on the average read very few books. There is a book published for everyone who is interested in any subject, no matter what the subject is, and it is the purpose of this article to mention a few and some methods of merchandising them.

Hundreds of books are published every year that interest people who never enter the bookstore and yet the retail bookstore is the legitimate channel through which these books should pass from publisher to buyer. These books do not sell in as large editions as they should because there is no one to push the sale of them or to go out and sell them. It is true that most of us stock a few copies of each when they are first issued but we make no attempt to sell them in the quantities we could if we went about it in the right way.

Harper's fall list of 1930 contained a book titled "The Etiquette of Weddings." How many copies of this book did you order? Very few is a good guess. When the traveler showed you that book, or when you noticed it in the catalog did you figure out how many copies you could really sell and how many copies you could merchandise? Ninety-nine chances to one you thought that one or two people might see some advertisement of it somewhere and drop into your shop and ask for a copy. The average order I presume would be, at the most, three or four. Yet this book has great merchandising possibilities.

What is the market? Everyone who is getting married is almost a sure customer. Look in the evening paper tonight and note the list of engagement and wedding announcements. Every girl who is getting married wishes her wedding to be just right and the ceremony to take place without any mistakes or breaches of etiquette.

Jewellers, milliners, ladies clothes shops, florists, etc., find it very profitable to send folders of advertising of an intimate nature

to the prospective bride as soon as her engagement is announced. The bookseller can also find it profitable to send a letter or a leaflet describing this book and give two or three extracts from it. Ninety times out of a hundred the book will be ordered.

There are many other books of a special nature that will pave the way to greater profits if really promoted. Little, Brown publish a number of very practical books on Tea Room and Cafeteria management which deal fully and authoritatively on all phases of these businesses: management, menus, table service, recipes, etc. Each book deals completely and thoroughly with its subject. Some of these are as follows.

- "The Boston Cooking School Cook Book," by Fannie Farmer.
- "Fish Cookery," by Spencer and Cobb.
- "The Candy Cook Book," by Alice Bradley.
- "Cakes, Pastry and Desert Dishes," by Hill.
- "A Book of Hors-D'Oeuvres," by Allen.
- "The Book of Entrées," by Hill.
- "The Book of One Piece Dinners," by Chambers.
- "A Book of Unusual Soups," by Chambers.
- "Salads, Sandwiches, and Chafing Dish Dainties," by Hill.
- "Tea Room Recipes," by Richards and Trent.
- "Quantity Cookery," by Richards and Trent.
- "Tea Room and Cafeteria Management," by Elliot.
- "Table Service," by Allen.
- "The Up-To-Date Waitress," by Hill.
- "The Party Book," by Fales and North-end.

These are some of the most important books on these subjects, others can be found by looking through your book index cata-

log, under the subject heading desired. All of these books can be sold to tea rooms, cafeterias, sandwich shops, etc., from time to time, each shop building a library of books on its business.

To illustrate. The writer was thanked for bringing notice of these books before the head of a large chain of tea rooms and sandwich shops. The purchaser saying that he had for a long time been on the lookout for books of this kind but not finding them in bookshops had come to the conclusion that there were not any published. This goes to show that going out and selling these books is not only renumerative but also appreciated. The successful man in any business is always on the lookout for new ideas and methods. That is how he is successful. The same aggressive methods can be applied to bookselling.

Another book that can be merchandised easily is "The Settlement Cook Book," published by the Settlement Cook Book Company. While this is a fine cook book for any home containing all the latest and standard recipies, it also contains a full list of recipies for Jewish, German and other national cookery. This book was brought to the attention of the writer by a Jewish friend who stated that his wife was looking for a copy but did not know where to get one, as none of the bookshops in the city carried it. Twenty-five copies were ordered at first and a card sent to each of the Jewish families in town, secured from the records of the local synagogues. The results were about ninety-five percent sales after a personal call on the complete list, necessitating another large order. It is selling well and mostly by word of mouth advertising.

The International Correspondence Schools book department issue a number of books on a wide variety of subjects. One of them is a book on automobile salesmanship. It is very complete and thorough. Think of the number of automobile salesmen in your town; everyone of them is a prospect, and a good prospect at that, as the old veterans as well as the green cub can learn something from it. Drop a letter to them about it.

Nearly everyone takes Kodak snapshots —are you stocking some good books on amateur photography? Arrange with some of the developing firms to put these books

on the counters of their agencies. It is a good piece of business for them, as better and more pictures taken by amateurs increases their profits.

There are books on other subjects, aviation, skiing, etc., that interest a number of people that can be sold in quantities but you will have to go out and sell them. Conduct your bookshop on the lines of other big businesses by going out to meet the customer, and you will find it pays. This article is based on personal experience and what one can do to advantage another can. There is no limit to the books that can be sold in this way.

How to Wrap Books

IN an effort to provide economies by eliminating costs in shipping, the Store Managers' Division of the National Retail Dry Goods Association have been studying the simplification of wrapping and packing supplies and have published their findings in an illustrated pamphlet which tells just how economies can be made.

Out of 262 styles of folding boxes in use in the stores studied, a reduction of 78 percent. is recommended. The Association also recommends the standardization of materials, tensile strength, weights, etc., but believes that the question of style, color and general quality must at present remain problems of the individual bookstore.

Out of specific recommendations for book packing, it suggests four sizes in set-up boxes: 8 x 5 1/2 x 1 1/2; 9 x 6 x 1 1/2; 10 x 7 x 2; 13 x 12 x 1. The ordering of set-up boxes should include specifications as to the kind of board, the type of lid to be used, the type of bottom required, the type of corners and the character of reinforcements needed.

Regarding specifications as to book-wrapping methods, out of twenty stores whose methods were studied, 90 percent. used one sheet of wrapping paper and twine for a package taken by the customer; for a package to be sent by the stores' wagon, a wrapper of chipboard or corrugated paper plus one sheet of wrapping paper and twine; for a package to be sent by common carrier corrugated paper, one sheet of paper and twine. For the latter some bookstores use the salvaged box and the same wrapping.

Summer Lectures in a Bookshop

Samuel Putnam

Editor of the New Review of Paris

THE dog days are likely to be a dull, not to say a dead, time of the year both for bookstores and for lecturers (save those of the Chautauqua variety). There is such a thing, however, as turning a positive liability into a positive asset, through the simple expedient of capitalizing the overlooked. And the "overlooked" may be nothing but the bookshop's heretofore unprepossessing backyard. This has proved to be the case with the Gotham Book Mart of 51 West 47th Street, New York City. The result, in the sweltering August nights just past and those none too cool that may be with us yet, has been a series of open-air lectures, known as "The Dog-Star Evenings," held in the Gotham's garden—behold the transformation of the aforesaid backyard—under the joint auspices of the shop and *The New Review of Paris*, the speakers being contributors and prospective contributors to the magazine and the presiding chairman being the editor of the review, here on his biennial American holiday.

And the Gotham not only because it is the American distributor of this magazine but because it has always been sympathetic to the moving front of literature has proved an excellent medium to this end.

The idea of "The Dog-Star Evenings" was conceived with the purpose of bringing into closer relationship the spirit behind *The New Review* and those in America who are interested in contemporary letters.

A group of a hundred or more persons come and are seated in the semi-darkness—a soothing, deliberately provided semi-darkness. A happy ledge affords a balcony and lends just enough of a theatic effect. There is the speaker of the evening, standing at a tall, draped lectorium that is almost mediaeval in appearance. Shush! It's a discarded ice-box! A few palms here and there, obtained from a neighboring florist, transform the background into a garden, and rented orchestra-chairs—needless to

say, of the ordinary folding species, transform the garden into an auditorium. The walls enclosing the little rectangle luckily guarantee the proper acoustics. Even the rumble of a not distant elevated does not interfere.

Louis Zukofsky talked on so seemingly recondite a theme as "The New Objectivism in Poetry"—certainly, a rather heavy subject for the usual summer night; V. F. Calverton discussed "The New American Literature"; Gorham B. Munson, of New Humanism fame, did battle over "Current Controversies"; I, myself, on "The After-War Spirit in European Literature." Whoever the speaker, whatever the theme, the audience sits, if not spell-bound, at least not perspiring. And they may, gratefully, remember the Gotham for that!

This last is a point which the store has stressed in sending out its publicity matter. "Come to the Gotham's cool garden" has been its invitation. And the invitation has been accepted by an average of 100 or more persons each week.

The lectures are held at the conveniently retarded hour (for the summer season) of nine o'clock. The speakers customarily limit themselves to an hour, and afterward there are questions and a sometimes lively discussion. The ubiquitous open-forum heckler and funny-man is occasionally present, but he is not over-encouraged. The audiences as a whole are too serious for that, and it is, precisely, this sort of audience that is sought. For your intellectual likes to think even in hot weather.

After due consideration, it was decided not to charge an admission fee, but those who choose contribute 50 cents toward the speaker's pay. There was a desire not to keep any away who might be restrained from coming by a fee at the door.

And this series in that disreputable backyard, now become by night a palm-decked "garden," is proving to be the best of unpaid press-agents.

THE Publishers' Weekly

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Founded by F. Leypoldt

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I HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto. —BACON.

Desert Island

If the problem of a person's reading on a desert island should be revived this year, the contestants would be able to nominate for their ten books a much more inclusive collection of literature than would have been possible before the days of the omnibus book. Not only can the Bible and the complete plays of Shakespeare, which so many have always selected, be included in such lists, but one can add as single volume books any one of 100 different omnibus volumes of 1,000 pages or so apiece, such as "The Most Famous Adventure Stories," "Great Detective Stories," "Plays of Ibsen," "Best Short Stories of the World," "Romances of Dumas," of "Kipling," of "Poe," and a score of others. Perhaps those who are really fond of the sea and are not afraid of growing tired of it would add "The World's Best Sea Stories," and "Stories of William W. Jacobs," which constitute the latest additions to this ever lengthening list.

We should like a report from some bookseller as to whether omnibus books because of the large amount of reading included in each cut down the number of books people buy in a year.

The Publishers' Weekly

Are You a Trader?

LONG continued confusion in the channels of trade has led in many cases to a reversal to the most elemental of business practices, that of trade and barter, and it has been suggested by one of the long time users of the Books Wanted Department of the *Publishers' Weekly* that an interesting and valuable service might be done to the second-hand and rare book trade if an opportunity was given in the pages of the *Publishers' Weekly* to trade and exchange as well as to buy and sell. This dealer argues that dealers should be getting together and exchanging books that are not moving for other lines for which their particular shops could find a market. By such means much frozen capital could be released to pay rent and salaries.

The editors of the *Publishers' Weekly* are more than willing to offer any service that will be of use to their subscribers, especially in this hazardous year, and are therefore opening in the section of Small Ads. of this number a department called "The Trading Post" with a few experimental advertisements that have been sent in by subscribers. If any dealers who read this have a market for the books that are listed, they should write to the booksellers direct or care of the *Publishers' Weekly* and tell the kind of stock that they would like to offer as a trade, not books that can be sold nowhere but books that have a definite value but which have not moved in the store where they are now located. If our subscribers can thus find a way to put a few thousand dollars' worth of stock into motion, this department will have accomplished its purpose and will be regularly continued. The Department opens on page 1095.

NOTICE

THE *Publishers' Weekly* for September 19th will be the Fall Announcement Number, the biggest and most important of the year. Its mailing will probably be delayed two or three days and we therefore ask the indulgence of our subscribers.

R. R. BOWKER CO.

These New Bookstores

IN the discussion on bookstore conditions that has been running in the *Publishers' Weekly* a comment on the work of the Publishers' Association in encouraging new outlets has led to correspondence on the subject between John Kidd, bookseller of Cincinnati, and Howard Lewis, Chairman of the Committee on Bookstore Service of the National Association of Book Publishers.

Mr. Kidd said in the *Publishers' Weekly* of June 20th, "Certainly retail bookselling has been the weaker end of the business. Many people are encouraged by the Publishers' Association to enter the book business who are utterly unfitted for this from a standpoint of business, finance or ability."

On this Mr. Lewis commented, "I know that this is a widespread impression among booksellers and even some publishers are under the misapprehension that the National Association of Book Publishers devotes a great deal of time and energy to inducing gullible inexperienced individuals to seek their everlasting fortune in the retail book business. As a matter of fact this is not the case. The Association, it is true, maintains an active service for the benefit of prospective booksellers, but in the ordinary course of extending this service, the Association finds it necessary to discourage those who lack the essential equipment of experience and capital. Only those who appear to be sufficiently supplied with capital and are possessed of either direct training or book experience receive valuable general information. I have heard this same criticism at different times and from different directions, and it seems unfortunate that so unfounded and illogical an idea should persist. What possible advantage would accrue to the Association or to the publishers who make up its membership by inducing ill-equipped persons to enter the retail book business? The Association's records indicate that of the bookstores established from 1925 to 1929 80% are still actively functioning as book outlets." Considering the high mortality of newly established businesses, this does not indicate that the Association is indiscriminately urging people to enter this field.

In reply to this letter Mr. Kidd wrote, "Frankly, I do believe there are too many concerns engaged in selling books that are totally unfitted for the job. My impression and certainly that of many others in the business has been that the publishers have encouraged anybody to enter the game who had the nerve to make a break. What you say, of course, puts an entirely different face on the whole matter, and I take this opportunity of apologizing to you if I have misstated the facts."

How Many Magazines in Bookstores?

THE recently published government census on retailing totals has to be restudied as further information comes to hand. The publishers of books turn to these statistics to find some light on what the total market is, and the total possibility of increase. Department store figures especially need interpretation.

Such figures have been worked out for one city, Washington, and the percentages of Washington department stores will throw light on the total figures. In Washington books are 55% of the total business of the department stores of the city. If such a figure applied to the total business of the country, there would be about \$24,000,000 worth of book business through these channels. This guess may be too high.

These nine Washington department stores had 23% of their business in magazines and newspapers, which means that if books and magazines are lumped together, (as in the statistics of the National Retail Dry Goods Association), 30% of the total credited to the book department is magazines and newspapers, which means that if department stores bought their books at an average of about 38% discount or mark-up and their magazines and newspapers at 20%, their average discount would be 35.6%.

In the five and ten cent stores, books form 59% of the total amount of business, a larger percentage than in department stores, which means from the government census about \$5,000,000 worth of books in the course of a year, with magazines and newspapers to a total of about \$3,000,000.

Government Sees Gains

THE Department of Commerce at Washington in a statement given out last week suggests that unemployment and the current availability of so many good books on social and economic topics, which can be both bought and borrowed, are causing the American public to do more reading and more buying of books than ever before. The Department points out as proof of this fact that trade statistics show that there are more new book titles than in 1930 and that the gain has been especially notable in the non-fiction field. The increase in sociology and economics was 279 to 334, according to the figures which the Department of Commerce quotes from the *Publishers' Weekly*.

"Other factors," to quote further from the government bulletin, "principally increased borrowing from circulating and public libraries, reduced prices of books by virtue of reprint editions, greater leisure through unemployment and part-time work, and greater enterprise on the part of booksellers in promoting sales are believed to have encouraged more reading."

Retailing to the Front

NEW ENGLAND, the first area of the country to feel the depression after the post-war expansion, has been the first to take itself in hand and make a thoroughgoing study of production and distributing conditions. Its New England Council has made many constructive plans for its manufacturing situation, plans that have already put business there in a more favorable condition than that in many parts of the country. New England has been studying, also, its retail situation, and on the third week of this month will hold its third conference on retail distribution.

The broad word "distribution" cannot be completely defined, because the process really begins from the moment manufacture is completed. A publisher's steps toward distribution are formulated before the book is out of the bindery and the process is not ended until the product is in the final user's hands by whatever method of distribution. In spite of the fact that the area of distribution is not as easily studied as that of production, it is

on this subject that the attention of American business is being really concentrated, and the booktrade should not be behind world industry in realizing this.

As has been often-times pointed out in trade analyses, there is no one answer to the problem of retail distribution. Most products must find many channels in which to reach their full market. It is a mistake for industry to place one's whole confidence in new methods without at the same time nurturing and increasing the productiveness of established methods. The drug store is a method of reaching the public at all hours and at busy locations but it is no complete substitute for the individual store with its highly trained specialized sales service. The chain store is a method of reaching out to every corner of the country, but it must supplement, not supplant the department store with its highly organized service for all types of merchandise. What some students of the situation are fearful of is that because of the anxiety of producers to find a kind of market in the present depression the larger organizations with concentrated buying power will be able to buy at rates far below the prices offered to other outlets. The result would be that prices would be cut at certain points and a situation arise that would disrupt systematic distribution throughout permanently efficient channels.

"People Are Going to Read More Than Ever"

ONE of the newer bookshops that has been fighting a good fight to keep its community book-minded during these difficult two years writes us on August 1st as follows. "I am happy to tell you that July was a good month with us. Next to January it was the best month we have had this year. Our library went far ahead of July 1930, almost doubled, and we sold more books than we have sold any month this year. We feel quite encouraged. A few days ago I was talking to a prominent business man here, a man who reads a lot, and he said people are going to read more than ever. He thinks they are fed up on the movies and that they are turning to books. I hope he is right and that we are going to have a good fall and holiday season."

In and Out of the Corner Office



Frank L. Magel

ON September 15th Frank L. Magel, manager of the book department of the Syndicate Trading Company, becomes vice-president and general manager of Putnam's Bookstore, Inc., at 2 West 45th Street, New York, thus taking up the work of the late Irving Putnam, who directed the Putnam retail store for so many years. Edmund Putnam, son of Irving Putnam, has retired from the business. Putnam's Bookstore is a separate corporation from the other Putnam interests and came to its present location from the old book center of 23rd Street. With Scribner's three blocks away and Brentano's two and Himebaugh & Browne on 46th Street it is one of a strong uptown group of New York bookstores.

Mr. Magel came to New York from Indianapolis and got his training under the late William Harris Arnold at the Syndicate Trading Company. Succeeding to the management of the department, he built up a strong group business for the stores repre-

resented, and this firm has become the leading outlet for remainders. Taking special interest in retail affairs, Mr. Magel has in recent years been one of the most active and influential members of the American Booksellers' Association and his annual reports for the Board of Trade were sign posts in the yearly activities of the Association.

Associated with him in the store will be Henry Giersberg, long assistant to Irving Putnam, Edward De Luce of the old and rare book department, A. Link of the fine binding department, O. C. Kern, manager of the stationery department. Walter C. Everett, long time buyer of R. H. White & Company in Boston, takes Mr. Magel's place in the Syndicate Trading Company.



"If it is true there seems to be at the moment a dearth of new creative writers of the calibre of Galsworthy, Wells and the others," said Charles Kingsley, head of the London office of Charles Scribner's Sons, before he sailed for London recently "it must be remembered that England lost a million men in the war—and that a considerable proportion of this million was the flower of English youth. Inferentially, much talent of the highest quality perished. It is too early for writers of the post-war generation to have won its spurs, much less for it to have come to fruition. There is no justification, however, for the belief I have encountered in the United States that after Galsworthy, Barrie, Wells, Shaw and a few others pass on England will have no great authors." Mr. Kingsley expressed the opinion that the English bookseller is having a much worse time than the American bookseller. Booksellers in England are refusing to stock books, he explained, because of their uncertainty as to just what England's present financial troubles, budget deficit, the dole and unemployment will mean to the average book purchaser. Mr. Kingsley is a graduate of Yale and was active in American publishing before he assumed charge of the Scribners' English business.

Customers' Choice

AT the Madison Bookshop in Montclair we picked up an autographed copy of John Tasker Howard's "Our American Music, Three Hundred Years of It," and found that Mr. Howard was well known to Montclair people, as he lived in the next town of Glen Ridge and had been pleased with the number of copies which the local bookstores were selling. Miss Madison told us that the book seemed to make a great appeal to students of American music and was going to be used in study classes of this subject throughout the women's clubs of the country. Miss Madison had just finished reading "Finch's Fortune," and was satisfied this was a book that would make immediate appeal to her customers. Her choice for the week's window was Susan Ertz's book, "People in the suburbs," Miss Madison says, "read the metropolitan journals very closely and come in with a pretty fixed idea of what they are going to buy, so that persuasion is only a small part of our selling method."



"The two best books I have read during the last month," writes John Kidd of Cincinnati, "are 'Albert Grope, the Story of a Belated Victorian' which I firmly believe will be one of the outstanding fall books, and 'All Ye People,' *Viking's* new ten-strike coming out in October. Both of these books will receive our most determined support." The biggest seller at the present time, he goes on to say, is undoubtedly "Shadows on the Rock," with "A White Bird Flying" a close second. "Washington Merry-Go-Round," "Noguchi," "Mexico" by Stuart Chase and "Since Calvary" by Browne are all hitting high spots in sales. "If we could get them fast enough, Culbertson's 'Summary' would outdistance any of these except 'Shadows on the Rock.' Why people want to read books on bridge in the summer time is a mystery to me, but the fever seems to hit most of them all in a heap at the same time."



Speaking of "All Ye People" John Kidd

is not the only bookseller who has gone into superlatives about it. Richard Fuller of the Old Corner Bookstore writes the publishers that it is "the best novel I have read among the fall books." And Caroline Coggins of George W. Jacobs & Co., calls it "a godsend to the book business."



The Jones Book Store in Pittsburgh displayed last week the assorted classics just published by W. J. Black Co. in the window and the next day all of the 25 they had ordered were sold. They have more in stock now and find that they are selling very well as are the Collins 75 cent standard works. The Black books are bound in flexible leather and sell for \$1.98. Mrs. Jones believes the cellophane wrappers on both these sets make them more attractive and help to make them sell. The shop does most of its business in books of this kind, dictionaries, etc. The majority of its customers are men, because of the downtown location of the store and it does well with business books. It has a large circulating library, down a few steps at the rear of the store, which attracts women. A man did enter there the other day, though, who wanted to rent a copy of Culbertson's "Contract Bridge Summary." People demand everything in the rental library; even so, this request was rather surprising.



The Black leather classics were also on display in Kaufmann's modernistic bookshop, the most refreshing spot in Pittsburgh last week on account of its refrigerated air. The shop uses electric signs in the center of the light wood tables to indicate the different sections of the book department. They are black with green lettering and against the shiny black pillars and contrasting light wood fixtures make a very attractive and cool appearance.



The best seller in Pittsburgh is *Ballyhoo*; the third issue of the magazine was displayed with big signs: "Get your copy now before they're all gone."



One of many good window displays bookstores gave Willa Cather's book

J. Adrian Smith, the display manager of Frederick & Nelson of Seattle, arranged the attractive window display of Willa Cather's "Shadows on the Rock" illustrated on this page. The background of the window was green. Compo board was cut out and painted to look like rock with black letters appliqued on the surface with the shadow effects also lettered on. The base was green grass. The cards on the easels were also green to match the cover of the book. These cards were lettered in the same color as the lettering on the book cover. The books, with five different colored jackets, were each displayed against a background of colored sand a few shades darker than the paper jacket cover.



The Canadian Pacific office on Madison Avenue recently had a display of "Shadows on the Rock," playing up travel interest in Quebec. Booksellers making window displays of this book could undoubtedly get from the Canadian Pacific brochures with colored cover, posters, etc., which would give background to a display.



The Orange Bookshop, Orange, N. J., recently made an effective full window of the Willa Cather book against a background of lattice work woven with bright colored flowers.

We are interested in the activities of Mr. Everyman each week in Lord & Taylor's bookstore window. This week he is up in the air, perched upon an object that looks to be a cross between a rocking chair and an airplane! The books around him are, of course, the new Post and Gatty book, and such others as "Cruisers of the Air," "Learn to Fly for the Navy," the semi-juvenile "From the Ground Up" and Bruce Gould's "Sky Larking." Next week Mr. Everyman will be "Moving again" with appropriate books on house furnishings and decorating.



At the Drama Bookshop, Miss Seligman is finding that their display of the new Greta Garbo book and the life and works of Charlie Chaplin is bringing lots of people in, but she says they rarely seem to buy either of these books, invariably leaving, instead, with something entirely different. She claims that just now there is a run on several of the English plays that are to be produced here this winter, such as: Noel Coward's "Post Mortem," Benn W. Levy's "The Devil" and G. B. Stern's "The Man Who Pays the Piper." Guthrie McClintic, who is going to produce the Coward play, bought out their whole first shipment of it. Miss Seligman expects a large run on the Ellen Terry-Bernard Shaw book.

Sales Notes

VALUABLE PRIZES

CALL
OR
WRITE
FOR
DETAILS

FOR THE BEST NAMES
FOR THIS

TRADE
CHARACTER

DESERET BOOK COMPANY

44 East on South Temple Street
Salt Lake City, Utah

This is the car card by which the Deseret Book Company advertised its contest. The store's truck and several billboards carried the same design.

THE Deseret Book Company in Salt Lake City recently held an entertaining contest for high school students, the objective of the contest being to find a name for the quaint trade character which the company uses extensively in its advertising. For the five high school students submitting the five best names for this romantic looking little man Deseret provided five prizes of \$25; \$15, \$10, \$7.50 and \$5 worth of books. The first prize, of \$25 worth of books, was awarded for the name "Bookaneer." Second place was Professor Betterbooks; third, Dezzy N. Joybooks; fourth, Bookcronym; and fifth place, Thaddeus. Some of the other names submitted were: Bookzy, Hic-see, Wisol, Sowise and Readwell. Any high school student anywhere was eligible to compete. The contest was advertised in the three Salt Lake City newspapers, a circular was distributed and a car ad (here reproduced) was used. Among the rules in the contest were: "Any number of names may be submitted; names chosen should be brief, preferably one word, not more than two words; if more than one contestant submits the name chosen for first place, each will receive \$25 worth of books; the name chosen for first place will become the

exclusive property of the Deseret Book Company." The judges were members of the advertising club of Salt Lake City. A second car ad with the character named was used later. Mr. Hooper of the Deseret Book Company, says that all of their advertising, so far as consistent, carries this figure and some reference, now, to "Bookaneer." "We have some illuminated billboards placed at strategic points in Salt Lake, car cards in all the cars throughout the state, and our newspaper advertising and such magazine advertising as we did in local magazines bear the same figure. We have just arranged for a new billboard in Ogden, Utah."

* *

Bookstores which are crowded for display space are often jealous of the amount of room that department stores can allot to book display ideas. We thought of this when we walked down the aisle in Bamberger's in Newark and saw a whole eight foot counter given over to four titles, three copies of each, displayed at different angles over a bright yellow blotter covered with glass. The four books so effectively placed in four little slanted groups were "Poppy Seed Cakes," "Peregrin and Goldfish," "Miki" and "Kees."

In Akron the rental library is strongly entrenched. It is everywhere, even in grocery stores and lingerie shops.

* *

In the book department of the M. O'Neil Co., Akron, O. Mr. Glass is holding an eight day September book sale to stimulate sales and finds excellent response. He has found this a good time and a good way to get people into the store and pave the way for Christmas buying. On the first day of the sale the store was thronged. The books are priced from 19 cents to \$37.50; reduced from original prices ranging from 50 cents to \$90. and include fiction, biography, travel, science, art, economics—an assortment of more than 10,000 volumes.

* *

At Robinson's bookstore, Akron, O., the circulating library is arranged in sections under signs "Mystery," "Romance," "Westerns," etc., and above each section, pasted on dark paper, is a frieze of book jackets from the newest books. There is also a double row of these book jackets across the bottom of the cases—utilizing the jackets on the books when they are taken off and the books put into the circulating library.

* *

We walked through the small but neat book section of a suburban department store the other day looking for what might be news in the way of sales effort or promotion. We might possibly have been a potential customer, but no one approached to interrupt our lingers. The only salesperson was absorbed in her reading. It was the *Publishers' Weekly* she was absorbed in. We looked over her shoulder and saw that the article being read was Ruth Leigh's "More Sales Per Person." She still read on as we left the department.

Mrs. Carruthers and Miss Sarver of the Weldin Book Store, Pittsburgh, make a poster every other week or so, that is an economical and effective feature for a small store. The current one had pasted against a stiff green paper background—pictures, ads, notices, etc., from the New York Sunday book review sections. At the top "High Lights" is lettered in ink. At the top center there is a picture of Willa Cather from the *Times Book Review* and underneath it is pasted the notice of her book from the "Books Received" section. Ads of various new books are cut out and very well arranged on this poster which is put up in a prominent place in the store.

* *

The Stewart-Kidd bookshop in Cincinnati is perfecting plans for a lively campaign on the Newton D. Baker book which *Dodd, Mead* will published this fall. It may rival their successful Pershing campaign.

* *

The new Book Week streamer, which has been designed by Paul and Mishka Petersham, will be mailed by the National Association of Book Publishers on October 1st. The actual poster measures 40 inches by 11 inches and is, of course, much nicer than the small black and white proof can even suggest, for it has all the lovely colors which are characteristic of the Petershams' work. The Association has reproduced the streamer in book bands measuring 2½ inches by 18 inches and will offer them for sale at 50 cents a hundred. This will add a great deal of color to book displays made for Children's Book Week. Hundreds of requests for Book Week material and suggestions have already come in. The round the world theme, which has been used for Book Week this year, seems to be a particularly popular one.



Viking Books in Canada

THE Macmillan Co. of Canada, through Hugh S. Eayrs director, has just completed arrangements with the Viking Press by which Macmillan will now handle all the marketing of Viking books in the Canadian territory.

Correction

A REGRETTABLE typographical error occurred in the page advertisement of the Penn Publishing Company which appeared on page 735 in the issue of August 29th. The title in the advertisement read "Your Face and Your Figure." The correct title is "Your Face and Figure."

Business Notes

BATON ROUGE, LA.—The Bookshop, Mrs. Otto Claitor, manager, moved to 109 Third Street.

BOSTON, MASS.—The Bookshop of Mona and William Duncan is being moved from 103 Charles Street to 20 Beacon Street in the Claflin Building opposite the State House. The change is made to separate the two interests of the Duncans. Mona remains in charge of the real estate office at 91 Charles Street and William conducts the bookshop on Beacon Street.

CALCUTTA, INDIA.—N. K. Paul & Sons, Bookstore, Hatkhola, would like to receive catalogs from publishers offering inexpensive editions.

CHAPEL HILL, N. C.—The book and stationery store at Chapel Hill, N. C. (State University), heretofore operated by the University will be continued under the supervision of the old and well-known firm of Alfred Williams & Company of Raleigh, N. C. The new business will be conducted under the corporate name of Alfred Williams Company Inc. of Chapel Hill, N. C. with Alfred Williams, Jr., as president and L. A. Koonts, secretary and manager. The business will be enlarged after the Raleigh firm takes charge, carrying a general line of books, office supplies, typewriters, engraving, etc.

CLEVELAND, OHIO.—Higbee Co., Euclid Avenue at E. 13th Street. The book department formerly conducted by Doubleday, Doran Book Shops, Inc., was taken

over September 8th by Brentano's of New York. D. H. Edwards, manager.

CLINTONVILLE, WIS.—The Book Store, 8 N. Main Street, Vera C. Zuehlke, opened August 1st. It is a rental library, and has a few books for sale.

DURHAM, N. C.—The Booklover's Shop, Inc., pending an action in the Superior Court, is in the hands of Walter B. Bass, Receiver.

FREDERICK, MD.—The Library Shop of The Misses McFee, located at 2 E. Pleasant Street in Baltimore, has opened a large branch circulating library at the C. Thomas Kemp Department Store in Frederick.

HAZLEHURST, Miss.—Mollie Heath Conn opened a circulating library in August.

MERIDEN, CONN.—Variety Book Shop, 172 Pratt Street, Nick Savin. Opened September 1st. It has a circulating library and a few books for sale.

MINNEAPOLIS, MINN.—Sharman Rental Libraries, 511 Second Avenue, S. Graham Sharman. Library chain which has been operating many libraries in Twin Cities section, now opening retail store.

NASHVILLE, TENN.—The B. H. Murphy Book Store is now successor to the book business of Paul Hunter, 401½ Church Street. Previously this store was in the hands of Williams & Neal. The business is devoted to new and old books, religious books, standard sets and rare books.

NEEDHAM, MASS.—Norfolk Card and Bookshop, 977 Great Plain Avenue, has just been opened. F. D. Hawkins is the proprietor.

NEW BRUNSWICK, N. J.—Mr. Perry Kaiser, formerly of Brooklyn, is opening a bookshop at 425½ George Street. Mr. Kaiser has changed his intention of calling his store the Chanticleer Bookshop and will use the trade name, Kaiser's Book Shop, instead.

NEW LONDON, CONN.—Connecticut College Bookstore, which was formerly directed by students, has been entirely reorganized and will now carry a selected stock of trade books as well as college texts. Nellie Louis Chase, who has been in charge of the Hampshire Bookshop

branch in Holyoke, Mass., is the new manager.

NEW YORK CITY.—Mabel T. Birge has opened the Chelsea Corners' Book Shop, 102 Seventh Avenue, with a stock of books, greeting cards, gifts and novelties and a circulating library.

NEW YORK CITY.—The Kelly Book Shop, 1231 Theriot Street, Betty Kelly, proprietor, was opened in September.

NEWTON CENTER, MASS.—Norman Alexander Hall, 40 Langley Road, has moved to 67 Union Street.

PASADENA, CAL.—Roy Sowers, whose rare bookshop was formerly located on Marengo Avenue, is now established at 1005 East Green Street. Mr. Sowers is at present vacationing in Oak Bluffs, Mass.

PASADENA, CAL.—Letters Book Shop, David Lawyer, proprietor, was opened January 1st at 1513 E. Colorado Street. The shop deals in second hand and rare books.

PHILADELPHIA, PA.—The Pickwick Book Shop is in business at 225 South 17th Street. H. M. Brown is proprietor and W. C. Brown manager. The shop features current books and first editions.

PHILADELPHIA, PA.—Blue Book Shop, 5330 Germantown Avenue, has moved to 5338 Germantown Avenue.

PORTLAND, ME.—H. H. Hay Sons, 588 Congress Street. New store opened by drug store company, carrying books, stationery, and greeting cards.

PUNXSUTAWNEY, PA.—The McQuown Gift & China Store, L. A. McQuown, opened a circulating library in August.

RIO DE JANEIRO, BRAZIL.—Dorothy Grumbacher, Rua Domingos Ferreira, 29., opened a bookshop in August. It has a circulating library of popular American books.

SAN ANTONIO, TEX.—Eugene W. Long has lately joined the ranks of Southwest dealers catering to the collector. His store at 751 Estes Avenue offers a select stock of rare books, Americana, first editions, early travels, autographs, manuscripts, ancient maps, prints and etchings.

SAN DIEGO, CAL.—H. G. Lane is manager of the E Street Book Store, 743 E. Street.

UPPER MONTCLAIR, N. J.—The Emily McDevitt Book Shop has removed from 607 to 596 Valley Road.

UTICA, N. Y.—Alice Namer, 91 Genesee Street, has opened a cigar, candy, and magazine store. A circulating library was opened June 15th.

VINEYARD HAVEN, MASS.—Word has reached us of the opening of Lorraine's Book Shop in this city.

WAUKEGAN, ILL.—Hutchison Pharmacies, Grand & Butrick Sts., also 1009 North Avenue. C. E. Hutchison is the proprietor. Circulating libraries have been opened in both stores.

WILDWOOD, N. J.—The Vanity Fair, Popular Avenue & Boardwalk Mrs. L. J. Greer, is a gift shop. A rental library opened June 23rd.

Chicago Freight Rates

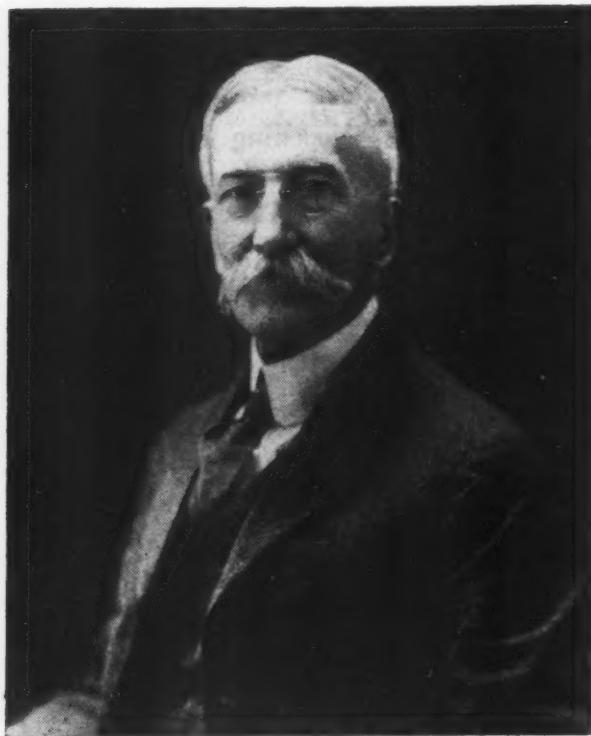
ON September 8th a commodity rate for books of \$1.20 per hundred is to be put in effect on all general shipping cost from New York to Chicago. This is the result of active work by the National Association of Book Publishers and the American Booksellers' Association working in conjunction with A. C. McClurg & Company and others in Chicago.

On June 15th last there was a horizontal increase in freight rates to Chicago which resulted in a 7% addition to the cost of book delivery to the Chicago market. This increase meant considerable disadvantage to the large distributors there, and the resulting decrease will be a great advantage.

Four forwarding companies are making this arrangement, including the Universal Car Loading and Distributing Company of 40 Rector Street, the National Freight Company at Pier 2, North River, the Commerce Freight Company at Pier 13, North River, and the Standard Car Loading Corporation at Pier 20, North River, all of New York.

In 1921 the National Association of Book Publishers made application for reduction of car load freight rates in the Southern territory from first to third class. A committee of publishers appeared before the Freight Classification Committee of the Interstate Commerce Commission and was successful in securing this reduction, which was of great value to educational and subscription book houses.

Obituary Notes

*Dr. William J. Campbell*

DR. WILLIAM J. CAMPBELL

WILLIAM J. CAMPBELL, noted bibliophile and dean of Philadelphia booksellers, died of heart disease on September 4th at his home in Germantown. He was in his eighty-second year. On March 25, 1930, Mr. Campbell celebrated his eightieth birthday by retiring and turning over his business to his son, John J. Campbell. Dr. Campbell was born in Philadelphia in 1850 and attended the public schools. In 1871 he was graduated from the Medical School of the University of Pennsylvania. Later he received the degree of Doctor of Philosophy from the same institution. Owing to his father's failing health, he abandoned his medical career and entered his father's bookstore which had been established in 1850. He was taken into partnership in 1871 and the firm name was changed to John J. Campbell and Son and in 1879, upon the death of his father, to William J. Campbell. He was not only interested in buying and selling books but also in collecting them. His principal collections consist of American first editions, and also of Jeffersoniana, including books and prints, as well as lithographic portraits by Albert Newsam. His Newsam collection is described as the largest and finest of its kind

in existence. Dr. Campbell was the author of the standard reference work on the issues of Franklin's press. He was president of the City History Society for many years, a life member of the Historical Society of Pennsylvania, a director of the Germantown Historical Society and for twelve years a director of the Mercantile Library and chairman of its book committee. He was also a founder of the American Catholic Historical Society.

SIR HALL CAINE

HALL CAINE (Sir Thomas Henry Hall Caine) died on August 31st at his home, Greeba Castle on the Isle of Man, which his novels have made famous. Hall Caine was born May 14, 1853. Educated to become an architect, he became a journalist in Liverpool, went to London, became a close friend of Dante Gabriel Rossetti, and his first book (1882) was a volume of "Recollections of Rossetti."

A long series of extremely successful novels began with "The Shadow of a Crime" in 1885, and "The Son of Hagar," 1886. His period of greatest prominence, when every novel of his was an event of international importance, lay between the publishing of "The Deemster" in 1887 and "The Prodigal Son" in 1904. "The Deemster" was his first book with the background of the Isle of Man, and this was followed in 1890 by "The Bondman" and "The Scapegoat" in 1891, "The Manxman" in 1894, "The Christian" in 1897, "The Eternal City" in 1901, "The Prodigal Son" in 1904, "The White Prophet" in 1909, "The Woman Thou Gavest Me" in 1913, "The Master of Man," 1921, "The Woman of Knockaloe" in 1923. His autobiography called "My Story" was published in 1908. He was the author of plays, of books on contemporary history, and innumerable magazine articles.

At the height of his popularity the sale of his books was enormous, and many of the stories were made into plays and later into moving pictures. His financial success in authorship enabled him to give much help to authorship as a profession, and he served the Authors' Society of America in many capacities. In 1895 he went to Canada as a representative of the Society, and was largely instrumental in drafting

and helping to pass the Canadian Copyright Law, for which he received the thanks of the Colonial office. He was knighted by the king in 1918.

Most of his books were published in England by William Heinemann, and in this country by D. Appleton & Company. When the great rental libraries of England refused to place orders in 1894 for "The Bondman," a book which would have been published in the old three-volume style, Hall Caine and his publisher gave the death blow to the three-volume style of publishing by issuing "The Bondman" at 6s., and the popularity of the book with the general public forced the rental libraries to buy it against their will.

He leaves two sons, Gordon Ralph Hall Caine and Derwent Hall Caine, the latter, managing director of The Readers' Library Publishing Company of London, which manufactures at the Grey-Caine Press, a line of 6d. books for the Woolworth stores.

The estates value is estimated at \$2,500,000. He leaves a manuscript of "The Life of Christ" completed some time ago and said to have been held back for the right moment to publish. The manuscript totals 3,000,000 words, as much as a large encyclopedia.

FRANK HARRIS

FRANK HARRIS, internationally known writer, critic and playwright, died at his home in Paris on August 26th. Mr. Harris, born on February 14th, 1856, had an extraordinarily eventful career which began when he ran away from his home in Ireland at the age of fourteen. He came to America with \$50, the money given him with a scholarship prize he won at Cambridge. From then on, until he returned once more to Europe to study, he was everything from sandhog and cowpuncher to hotel manager and lawyer.

Then suddenly, inspired by a saying of Emerson's that students should choose between art, poetry and science or money-making, he went to Germany studying in Heidelberg, Goettingen, Strasbourg, Berlin, then to Vienna, Athens and Paris. During the war he became a correspondent for American papers and later, urged by Thomas Carlyle, he took up writing in London and became editor of the *Daily Evening News*, the *Fortnightly Review*.

and the *Saturday Review*. His books, "The Bomb," "The Man Shakespeare," "The Women of Shakespeare" and "The Yellow Ticket and Other Stories" all came out during this period.

Later, Mr. Harris returned once more to New York, where he tried to establish a magazine down in the Washington Square district. His house at 3 Washington Square, was a center for literary discussions, but was continually watched by the authorities because of his pro-German and radical sentiments. Finally he was forced to return to Europe where he devoted all his time to writing "My Life and Loves," his autobiography which aroused so much indignation that it had to be suppressed. Unabashed, however, he continued with the story of his life, several volumes of which were circulated in secret. Among his later works, and ranked as one of the best literary biographies, will be remembered "Oscar Wilde, His Life and Confessions." Just before his death, Mr. Harris finished his last book, an unauthorized biography of G. B. Shaw, for many years a great friend of his, which will be published this October by Simon & Schuster.

Mr. Harris is survived by his wife, Nellie O'Hara Harris.

Communication

"CONTACT EDITIONS"

Moss & Kamin, Inc.,
1423 6th Ave. at 58th St.,
New York City.

Editor, *Publishers' Weekly*:

In the August 29th issue of the *Publishers' Weekly* (page 769) you printed a communication from the Librairie du Palais Royal, Paris, with reference to "Contact Editions."

We believe that this letter is open to some misunderstanding and in order to avoid any confusion we beg to point out that Moss & Kamin are the authorized agents and publishers of "Contact Editions" in America, by special arrangement with the editor, Robert McAlmon.

DAVID MOSS.

The Weekly Record

Describes and Indexes the New Books of All Publishers in a Convenient Reference and Buying List for Bookstores and Libraries

JUDGING from the great number of books listed in this week's Weekly Record the fall publishing season is in full swing. At this time it is especially advisable for the bookseller to take note of those books that have good selling possibilities. A fine addition for the poetry shelf is "American Poetry," from the beginning to Whitman, which is edited by Louis Untermeyer. James Stephens, author of "The Crock of Gold" has written a book of poems entitled "Strict Joy."

Biographies of interest are "John Calvin, the Man and His Ethics" by Harkness; "Sir Walter Raleigh" by Donald Barr Chidsey; "La Salle" whose adventurous career as the explorer of the Mississippi is described by L. V. Jacks; and a study of the late dancer Pavlova by Hyden.

Books on modern architecture and decorative design have a growing public. "Modern Dutch Buildings" by Yerbury and "The New Style" are volumes of photographic illustrations of these subjects. Another important and scholarly work is "The Art of Carved Sculpture" by Parkes which deals with modern sculpture in Europe, America and Japan.

"The Doctor Explains" by Major is an attempt to enlighten the layman on the whys and wherefores of modern medical practice. Allardyce Nicoll, in his "Masks, Mimes and Miracles," has made an excellent study of the popular, unliterary theater from the days before Aristophanes up to the "commedia dell' arte" of the seven-

teenth century. The second volume of "The Anatomy of Bibliomania" by Jackson awaits the ardent booklover. Also there is "The Bibliography of the Works of Ernest Hemingway" by Cohn. "The Romance of Modern First Editions" by Halsalle will be valuable for those interested in forming worthwhile collections at small expense.

Louise Beebe Wilder, one of America's foremost writers on gardens, tells some of her personal experiences in "Adventures in a Suburban Garden."

Several good travel books are also in evidence. "Prologue to Mexico" by Storm describes the author's wanderings in fascinating Indian Mexico. Dorothy Canfield Fisher tells of her experiences among the Basque people. A travel book of a different order is the account of the thrilling world flight of Post and Gatty which they tell themselves in "Around the World in Eight Days." Alec Waugh, author of "Hot Countries," looks at the way of women in all lands in "Most Women."

For three books of amusing and sophisticated drawings see under Hokinson, Soglow, and Dunn, artists known to readers of "The New Yorker."

Those who liked Mazo De La Roche's "Jalna" and "Whiteoaks of Jalna" will welcome their sequel "Finch's Fortune." Warwick Deeping also has a new novel.

Good juveniles are listed under "Ga'g, Lenski, Tietjens, Crew, Bouton, Jacobson, Potter, and Topelius."

THIS list aims to be a complete and accurate record of American book publication. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place, not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from the title-page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request, in which case the word "apply" is used. When not specified the binding is "cloth."

Imprint date or copyright date is always stated, except when imprint date and copyright date agree and are of the current year, in which case only "c" is used. No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D (12mo: 20 cm.); S (16mo: 17½ cm.); T (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

The Weekly Record of September 12, 1931

Abercrombie, Towne R.

Applied architectural drawing. 164p. (bibl. footnotes) il., diagrs. O [c. '31] Milwaukee, Bruce Pub. Co. \$1.92

A textbook in the fundamentals of architectural drawing for use in secondary, trade and vocational schools, and junior colleges.

Adams, Herbert

The Paulton plot. 302p. D c. Phil., Lippincott \$2

A mystery story of danger and narrow escapes in the English countryside.

Adler, Alfred

What life should mean to you; ed. by Alan Porter. 300p. O c. Bost., Little, Brown \$3

The Viennese psychologist discusses individual problems of everyday living in the light of modern psychology.

Agniel, Marguerite

The art of the body; rhythmic exercises for health and beauty. 124p. il. O [c. '31] N. Y., Harcourt \$5

A well-known dancer and artist's model describes exercises that are beautifying and health-giving.

Aiken, Conrad Potter

The coming forth by day of Osiris Jones. 43p. O c. N. Y., Scribner \$2

The passage of a typical human life out of nothingness into the light of day, and back again is described by a distinguished American poet through modernistic and kaleidoscopic word-pictures.

Alexander, William, and Alexander, Cecil Frances

Selected poems of William Alexander, Archbishop of Armagh 1896-1911, and Cecil Frances Alexander; ed. by A. P. Graves. 127p. D [c. '31] N. Y., Macmillan \$1.50

Allen, Merritt Parmelee

The hermit of Honey Hill; a mystery story for boys. 276p. il. D [c. '31] N. Y., Century \$2

Two boys try sheep farming in Vermont and become involved in a baffling mystery. For boys from 10 to 14.

Anderson, Sherwood

Perhaps women. 143p. front. D [c. '31] N. Y., Liveright \$2

The author believes that modern industry and money civilization have usurped the strength of man so that the hope for America's future is in its women.

Abbott, Austin

Trial evidence; the rules of evidence applicable on the trial of civil actions, including both causes of action and defense; 3 v.; 4th ed. by Edmund Glueck. 1927p. O '31 N. Y., Baker, Voorhis & Co. buck., \$30, bxd.

Abbott, M. A., and others, comps.

The chapel hymnal. 408p. O '31 N. Y., Harcourt \$2.50

Alexander, Carter

Educational research; suggestions and sources of data with specific reference to administration; 3rd ed., rev. and enl. 120p. (bibls.) O '31, c. '27-'31 N. Y., Teachers College, Columbia Univ. pap., \$1

Anderson, J. Ringland

Detachment of the retina; a contribution to the study of its causation and treatment. 212p. (bibls.) il. (pt. col.), diagrs. O '31 [N. Y., Macmillan] \$6.50

Appleyard, Rollo

A tribute to Michael Faraday. 216p. il., diagrs. D [c. '31] N. Y., Richard R. Smith \$2.50

The life and discoveries of the great English scientist.

Arnold, Nason H.

Rusty's travels; a little dog's part in a vacation. 272p. il. D [c. '31] Bost., Lothrop \$1.50

How Rusty spent a winter in Florida where he helped his owners to make friends and had many exciting adventures.

Ashmore, Marion

Lost, stolen, or strayed; the adventures of an Aberdeen terrier; il. by Cecil Aldin. 96p. il. (col. front.) O '31 N. Y., Scribner \$2

A true story about a little London dog, Woppets, who was stolen.

Atkins, Gaius Glenn, D.D.

The making of the Christian mind [lim. cheaper ed.]. 348p. (bibl. footnotes) O '31, c. '28 N. Y., Richard R. Smith \$1

Austin, Mrs. Mary Hunter

Experiences facing death. 301p. D [c. '31] Ind., Bobbs-Merrill \$2.50

A religious autobiography, reviewing the author's experiences with various religions and her ultimate convictions.

Badanes, Saul

A child's third number book; pt. 1. 146p. il. D c. N. Y., Macmillan 64c.

Baker, Nina Brown

The secret of Hallam House; a mystery story for girls. 214p. il. D [c. '31] Bost., Lothrop \$1.50

Two sisters keep house during the summer for their father in an old mansion where a chain of mysterious happenings begins as soon as they arrive.

Banks, Polan

The street of women. 241p. D [c. '31] N. Y., Cape & Smith \$2

A novel of present-day New York society, of Natalie Upton, proprietor of a fashionable 57th Street dress shop, and of the married millionaire who loved her.

Barrington, G. W.

Blondy of the Double Star; a western story. 247p. D [c. '31] N. Y., Chelsea House 75c.

Babcock, C. J.

Some factors affecting the viscosity of cream. 20p. (bibl.) il., diagrs. O (U. S. Dept. of Agri., technical bull. no 249) '31 Wash., D. C., Gov't Pr. Off. Supt. of Doc. pap., 25c.

Barnes, Frank E.

Estimating building costs; new 3rd ed. 656p. il. S '31 N. Y., McGraw-Hill flex. cl., \$5

Barrows, Henry Robbins

Biological types and principles; a laboratory manual. 416p. il. O '31 N. Y., Richard R. Smith \$2.25

Beacher, L. Lester

Ocular refraction and diagnosis; a comprehensive reference and textbook for practitioners and students. 286p. (bibl.) il., diagrs. O '31 B'klyn, N. Y., Author, 354 Ocean Ave. \$5

Baumont, Maurice

The fall of the Kaiser; tr. by E. Ibbetson James. 270p. (bibl. footnotes) front. D '31 N. Y., Knopf \$2.75 A balanced, unprejudiced account of the events leading up to the German Revolution.

Baynes, Ernest Harold

Wild life in the Blue Mountain Forest; rev. and ed. by Raymond Gorges; foreword by Austin Corbin. 148p. il. D c. N. Y., Macmillan \$2

These observations of a naturalist in the game preserve of New Hampshire were originally published in the *Boston Transcript* in 1904.

Baxter, Richard

The autobiography of Richard Baxter; being the reliquiae Baxterianae, abridged from the folio (1696) [ed. by J. M. Lloyd-Thomas]. 352p. (bibl. note) S (Everyman's lib., 868) [31] N. Y., Dutton flex. cl. 90 c.

Bell, Neil

Precious porcelain. 366p. D c. N. Y., Putnam \$2.50

An English novel of a multiple personality and weird and terrible events in a little cathedral town.

Bennett, Arnold

Buried alive; new ed. 264p. D Garden City, N. Y., Doubleday, Doran \$2.50

Bevan, Elnith

In Him was life. 63p. (bibl.) D [31] [N. Y., Macmillan] 60c.

An interpretation, for children, of the idea of God.

Bindloss, Harold

Larry of Lonesome Lake. 341p. D (Popular copyrights) [c. '29] N. Y., Grosset 75 c.

Blair, Mrs. Emily Newell

A woman of courage. 314p. D [c. '31] N. Y., Farrar & Rinehart \$2

This story of a woman who fought for her own economic independence gives a vivid picture of the social structure of America when women were emerging from Victorianism.

Bloch, Louis

Labor agreements in coal mines; a case study of the administration of agreements between miners' and operators' organizations in the bituminous coal mines of Illinois. 513p. diagrs. D (Industrial relations ser.) c. N. Y., Russell Sage Found. \$2

Boomer, Lucius M.

Hotel management; 2nd ed. 521p. O '31 N. Y., Harper \$6

Bordeux, Vahdah Jeanne

A modern Magdalen. 311p. D [c. '31] N. Y., Farrar & Rinehart \$2

The story of Marie-Rose Marigny who, disappointed in love at fifteen, decided to sell her beauty for wealth and fame as an actress, and became a disillusioned woman seeking illusion.

Boreham, Frank William

When the swans fly high. 282p. D [c. '31]

Becker, Carl H.

Secondary education and teacher training in Germany. 53p. O (Julius and Rosa Sachs Endowment Fund lectures) c. N. Y., Teachers College, Columbia Univ. pap., 60 c.

Bule, Louis Arthur

Proctoscopic examination and the treatment of

N. Y., Abingdon

Twenty-four essays on the various angles of everyday life. \$1.75

Borges, Frithiof Carl

Elementary school life activities; v. 1, All-school activities; v. 2, Group-interest activities; a statement of current practice. 157p.; 148p. (bibls.) il., map, diagr. D (Extra curricular lib.) c. N. Y., A. S. Barnes

flex. fab., \$1 ea.

Two books which cover the field of extra curricular activities in the elementary grades at the present time.

Bouton, Elizabeth Gladwin

Grandmother's doll. 106p. il. (pt. col.) O [c. '31] N. Y., Duffield & Green \$2.50

The diary of a Victorian doll, who came to this country from London, and had many adventures with Julie, the French doll next door.

Bradley, Edward Sculley

Henry Charles Lea; a biography. 391p. (19p. bibl.) il. D c. Phil., Univ. of Pa. Press

\$5

A biography of an eminent American historian of the last century.

Brock, G. D.

Health through projects. 280p. (bibls.) O c. N. Y., A. S. Barnes \$2

Information and suggestions to aid teachers in health instruction.

Brown, Beth

For men only. 287p. il. O (Popular copyrights) [c. '30] N. Y., Grosset 75 c.

Brown, Rollo Walter

The firemakers; a novel of environment. 380p. D [c. '31] N. Y., Coward-McCann \$2.50

The first of a group of novels by a well-known essayist and biographer concerns a young man and woman, Virginians, in southern Ohio, and their struggle against the mighty power of the coal country.

Browne, Charles

The Gun Club cook book; or, A culinary code for appreciative epicures; rev. ed. 318p. (bibls.) il. D '31, c. '30, '31 N. Y., Scribner \$3

Bryant, Mrs. Lorinda Munson

The children's book of animal pictures. 115p. il. O [c. '31] N. Y., Century \$2.50

An art book for children which combines the beauty of great art with the fascination that animal life holds for the young.

Burke, Thomas

The flower of life. 156p. O '31, c. '29, '30 Bost., Little, Brown \$2

A tale of Jane Cameron's progress through life until she enters the workhouse, an old woman.

Burrard, Major Gerald

The modern shotgun; v. 2, The cartridge. 314p. (bibl.) il., diagrs. O '31 N. Y., Scribner \$5

Buttrick, George Arthur

The parables of Jesus [lim. cheaper ed.]. 304p. (bibl. footnotes) D '31, c. '28 N. Y., Richard R. Smith \$1

hemorrhoids and anal pruritus. 178p. (bibl.) il. O (Mayo clinic monographs) '31 Phil., Saunders \$3.50

Bureau of Agricultural Economics

The outlook for the dairy industry. 64p. (bibl., bibl. footnotes) map, diagrs. O (U. S. Dept. of Agri., misc. pub'n no. 124) '31 Wash., D. C., Gov't Pr. Off.; Sup't of Doc. pap., 15 c.

Cameron, Lady Mary

Merrily I go to hell; reminiscences of a bishop's daughter. 310p. O [c. '31] N. Y., Brentano's \$3

The madcap and rebellious 20th century daughter of an English bishop tells the story of her eventful life in Europe, Africa, India, China and the United States.

Case, Shirley Jackson, ed.

A bibliographical guide to the history of Christianity. 276p. D [c. '31] Chic., Univ. of Chic. Press \$2.50

Chapman, Henry Smith, and Whitney, Orrelle C.

The history of our nation. 611p. (bibls.) il. (col. front.) maps (pt. col.) D [c. '31] Bost., Houghton \$1.72

A text for seventh and eighth grades.

Chappell, Clovis Gilham, D.D.

Sermons on Old Testament characters [2 v. in 1: lim. cheaper ed.]. 358p. D '31, c. '25 N. Y., Richard R. Smith \$1

Chase, Stuart, and Schlink, Frederick John

Your money's worth; a study in the waste of the consumer's dollar [cheaper ed.]. 293p. (6p. bibl.) D '31, c. '27 N. Y., Macmillan \$1

Chidsey, Donald Barr

Sir Walter Raleigh; that damned upstart. 323p. (6p. bibl.) il. O [c. '31] N. Y., John Day \$3.75

A biography of the dashing Elizabethan lover and ambitious courtier, written in a popular style.

Chopin, Frederic Francois

Chopin's letters; comp. by Henryk Opieński; tr. and ed. by E. L. Voynich. 434p. O c. N. Y., Knopf \$5

Over 300 of Chopin's letters—the first collection in English.

Clarke, Donald Henderson

Young and healthy. 309p. D [c. '31] N. Y., Vanguard \$2

The story of Dick Raynor, who wouldn't settle down to "making something of himself" either in high school, college, or after he became a New York newspaper reporter.

Cleaver, Solomon

Life's great adventure—prayer. 163p. D c. N. Y., Richard R. Smith \$1.50

A discussion of prayer as life's highest achievement.

Cohen, David I., and Flinn, Richard A.

You and your work; educational ed. 197p. (bibl.) il. D '31 N. Y., Appleton \$1.40

Cohn, Louis Henry

A bibliography of the works of Ernest Hemingway [lim. ed.]. 116p. front. O c. N. Y., Random House \$6

Collins, Archie Frederick

Mirth and mystery; a potpourri of joyous entertainment. 312p. il., diagrs. D c. N. Y., Coward-McCann \$2

Tricks, stunts, puzzles and other diversions for children.

Canfield, D. T.

Vector representation for electrical metermen. 180p. il., diagrs. D '31 N. Y., McGraw-Hill \$2

Cannon, Lucius H.

Billboards and aesthetic legislation; new applications of the police power. 43p. (7p. bibl.) front. O '31 St. Louis, St. Louis Public Lib. pap., 25 c.

Comfort, Will Lexington

Apache [cheaper ed.]. 274p. D [c. '31] N. Y., Dutton \$2

An adventure story for older boys and girls about Don-Ha, famous chief of the Apache Indians in the wilderness of old New Mexico.

Coolidge, Dane

Horse-Ketchum. 244p. D (Popular copyrights) [c. '29, '30] N. Y., Grosset 75 c.

Cooper, James Fenimore

The last of the Mohicans; ed. by Louise Pound. 534p. S (Western ser. of English and American classics) '31 Oklahoma City, Harlow Pub. Co. 75 c.; pap., 60 c.

Corbett, Elizabeth

The young Mrs. Meigs. 274p. D [c. '31] N. Y., Century \$2

An eventful two weeks in the life of an American family, of whom the youngest member is the eighty-year old grandmother because she understands young people better than any parent.

Crane, Stephen

The red badge of courage; il. by Valenti Angelo; lim. ed. 142p. F '31 N. Y., Random House bds., \$15

Crawford, John P.

Hiking to Hamburg on twenty-five dollars; il. by the author. 102p. O [n. d.] [Bloomington, Ind., Author, Indiana Univ.] \$1

A college student tells how to get a job on an ocean liner and of his adventures, with a friend, on trips to Miami and to Hamburg, Germany.

Crew, Helen Coale [Mrs. Henry Crew]

Laughing lad; a story of modern France. 232p. il. D [c. '27, '31] N. Y., Century \$1.75

The story of a French family in Tarascon and Paris. For boys and girls.

Currie, Barton

Fishers of books. 364p. il. O c. Bost., Little, Brown \$4

The author's experiences in collecting first editions of books and manuscripts. Containing much information for the beginner.

Cuthrell, Mrs. Faith Baldwin

Make-believe. 318p. D (Popular copyrights) [c. '30] N. Y., Grosset 75 c.

Dabit, Eugene

Hotel du Nord; tr. by Homer P. Earle. 241p. D c. N. Y., Knopf bds., \$2.50

A story of poor Parisians who live in and frequent the run-down Hotel du Nord by the edge of a canal.

Davis, Sheldon Emmor

Teaching the elementary curriculum. 562p. (bibls.) D c. N. Y., Macmillan \$1.75

Discussion of educational procedures, objectives, and viewpoints for evaluating the results of school work, written for teachers.

Deeping, Warwick [George Warwick, pseud.]

Roper's Row. 365p. D (Popular copyrights) [c. '29] N. Y., Grosset 75 c.

Catherine, Sister M., and Agnesine, Sister M.

Teaching the Ten Commandments. S '31 Milwaukee, Bruce Pub. Co. pap., 50 c.

Cheslock, Louis

Introductory study on violin vibrato. 79p. (bibl.) il., diagrs. O (Research studies in music, no. 1) c. Balt., Peabody Conservatory of Music pap., \$1

Deeping, Warwick [George Warwick, pseud.]

The Ten Commandments. 316p. D c. N. Y., Knopf \$2.50

The story of Nicholas Bonthorn, wounded ex-soldier, who wanted nothing of life but beauty and of Rachel Buck, who regarded life as a time for speed and jazz.

De La Roche, Mazo

Finch's fortune. 449p. D (Atlantic Mo. Press pub'n) c. Bost., Little, Brown \$2.50

A sequel to "Jalna" and "Whiteoaks of Jalna" in which young Finch comes into the inheritance left him by his grandmother.

Whiteoaks of Jalna. 423p. D (Novels of distinction) [c. '29] [N. Y.] Grosset \$1 This is also published in the Popular Copyright series at 75c.

De Vitis, Michael Angelo

A Spanish grammar for beginners [rev. ed.]. 372p. il. D [c. '31] Bost., Allyn & Bacon \$1.50

Dickerson, Mary C.

The frog book. 308p. il. (pt. col.) O (Nature lib.) '31 Garden City, N. Y., Doubleday, Doran \$5

Dock, Lavinia L., and Stewart, Isabel Maitland

A short history of nursing; from the earliest times to the present day; 3rd ed., rev. 418p. (11p. bibl.) il., maps, diagrs. D '31, c. '20-'31 N. Y., Putnam \$3

Dodge, Richard D., ed.

The lesson round table; a manual for the study of the International Sunday School Lessons; improved uniform ser., 1932. 352p. maps (col.) S [c. '31] Nashville, Tenn., Cokesbury Press \$1.25

Donne, John

The poems of John Donne [ed. by Hugh L'Anson Fausset]. 320p. S (Everyman's lib. 867) [c. '31] N. Y., Dutton flex. cl., 90c.

Dostoevskii, Fedor Mikhailovich

The possessed; a novel; tr. by Constance Garnett; 2 v. 335p.; 316p. S (Everyman's lib. 861, 2) [c. '31] N. Y., Dutton flex. cl., 90c. ea.

Drake, Emily Hopkins

Natalie and the Brewsters. 307p. il., man D [c. '31] Bost., Lothrop \$1.50

A mystery for children, in which a little girl of four is taken into a large family and efforts are made to discover her identity.

Duff, Beldon

The Central Park murder. 285p. D (Popular copyrights) [c. '28, '29] [N. Y., Grosset]

Dunn, Alan

Rejections. no p. il. F c. N. Y., Knopf \$3

Drawings that the magazines wouldn't print, by an artist much of whose work appears in *The New Yorker*.

Dayton, William A.

Important western browse plants. 214p. (1op. bibl.) il. O (U. S. Dept. of Agri., misc. pub'n no. 101) Wash., D. C., Gov't Pr. Off.; Sup't of Doc. pap., 45c.

Deutsch, Samuel, and Balcer, Simon

How to take an appeal; in New York State courts. 816p. O '31 Rochester, N. Y., Lawyers Coop. Pub. Co. fab., \$10

Earp, J. Rosslyn

The student who smokes; 2nd ed. 61p. O '31 Yellow Springs, O., Antioch Press pap., \$1

Dunsany, Edward John Moreton Drax Plunkett, 18th baron

The travel tales of Mr. Joseph Jorkens. 311p. D [c. '31] N. Y., Putnam \$2

Weird tales told by Mr. Joseph Jorkens, an extraordinary adventurer who wandered into many of the world's strangest corners and made some astounding discoveries.

Dyer, Walter Alden

Sprigs of hemlock; a tale of the Shays Rebellion. 301p. il. D [c. '31] N. Y., Century \$2

The adventures of three boys, two of whom fought with Daniel Shays, and the third with the militia in the rebellion in western Massachusetts just after the American Revolution.

Einzig, Paul

The world economic crisis, 1929-1931. 177p. O '31 [N. Y.] Macmillan \$2.75

An explanation in non-technical language of the causes of the present economic crisis and the prospects of a recovery.

Eldershaw, M. Barnard, pseud. [Flora S. Eldershaw, and Marjorie Barnard]

Green memory. 278p. D [c. '31] N. Y., Harcourt \$2

A novel set in Sydney, Australia in the 1860's, in which a proud girl renounces her lover to take care of her family.

Eliot, George [Mrs. Mary Ann Evans Cross]

Mr. Gilfil's love story; ed. by L. N. Morgan. 189p. S (Western ser. of English and American classics) '31 Oklahoma City, Harlow Pub. Co. 67c.; pap., 52c.

Ellis, Edward Sylvester

Lives of the presidents of the United States; rev. ed. 266p. il. D '31 Chic., A. Flanagan 76c.

Feibleman, James

Death of the god in Mexico. 90p. O [c. '31] N. Y., Liveright bds., \$2

Poems by a new writer, whose work has hitherto only appeared in magazines.

Findlay, Alexander

Practical physical chemistry: 5th ed., rev. and enl. 324p. (bibl. footnotes) il., diagrs. O '31 N. Y., Longmans \$3

Firor, Ruth A.

Folkways in Thomas Hardy. 357p. (1op. bibl.) O c. Phil., Univ. of Pa. Press \$3

The author gives examples of belief in the forces of magic and the survival of old customs among the Wessex peasantry, as shown in the works of Thomas Hardy.

Fisher, Mrs. Dorothy Frances Canfield

Basque people. 272p. il. D [c. '27-'31] N. Y., Harcourt \$2.50

Stories of Basque men and women by the author of "The Deepening Stream" who lived for a year in the Basque country.

Effler, Louis Robert

Analogy and medicine; a series of brief essays on popular medicine. 260p. diagr. D '31 Balt., Waverly Press \$3, priv. pr.

Emslie, Margaret

Breast feeding. 142p. D (Oxford medical pub'n) '31 N. Y., Oxford \$2

Fishberg, Arthur Maurice

Hypertension and nephritis; 2nd ed., rev. and enl. 619p. (bibl.) il. (pt. col.) O '31 Phil., Lea & Febiger \$6.50

Fletcher, Joseph Smith
The Yorkshire moorland murder. 279p. D (Popular copyrights) [c. '30] N. Y., Grosset & Dunlap. 75 c.

Forbes, Katherine Russell
Dilly, a china cat. 219p. il. (col. front.) D [c. '31] Bost., Lothrop. \$1.50
Grandma's stories of long ago in which the china cat Dilly plays a prominent part. For girls from 7 to 12.

Freedman, Leo
Awakening Thelma. 271p. D c. N. Y., Brentano's. \$2
When Peter, a young adventurer, met Thelma, a lovely American teacher in a mission school in Lima, Peru, he decided that love had passed her by too long and that she should be awakened.

Freehof, Solomon B.
Stormers of heaven. 233p. D c. N. Y., Harper. \$2
Portraits of the 29 foremost figures in the history of religion.

Freeman, Harold Webber
Down in the valley. 321p. D (Novels of distinction) [c. '30] N. Y. [Grosset] \$1

French, Joseph Lewis, ed.
A gallery of old rogues. 285p. O [c. '31] N. Y., A. H. King. \$3
Stories of famous criminals of the last century.

Friedell, Egon
A cultural history of the modern age; v. 2, bk. 2. Baroque and rococo; from the Thirty Years' War to the Seven Years' War; bk. 3, Enlightenment and revolution: from the Seven Years' War to the Congress of Vienna; tr. by Charles Francis Atkinson. 476p. Q c. N. Y., Knopf. \$5

Frost, Henry Watson
Miraculous healing: a personal testimony and Biblical study. 181p. D c. N. Y., Richard R. Smith. \$1.50
A balanced discussion of divine healing with evidences from actual life and the author's own experience.

Ga'g, Wanda
Snippy and Snappy; il. by the author. no p. obl. S c. N. Y., Coward-McCann bds. \$1.50
The story of two field mice who wanted to see a house with a kitchen cupboard full of cheeses.

Garis, Howard Roger
Mystery boys at Round Lake. 343p. il. D (Mystery boys ser., 2) [c. '31] Springfield, Mass., M. Bradley. \$1.50

Garstang, John
The foundations of Bible history: Joshua, Judges. 447p. (bibl.) il., maps (pt. col.), diagrs. O [c. '31] N. Y., Richard R. Smith. \$5
A study of the oldest sources of the Bible, throwing new light on the settlement of Israel in the Holy Land.

Ford, Jeremiah Denis Matthias, and others
A tentative bibliography of Brazilian belles-lettres. 207p. O '31 Cambridge, Mass., Harvard pap. \$2

Foreign trade in 1931; official report of the Eighteenth National Foreign Trade Convention. 518p. O [c. '31] N. Y., Nat'l Foreign Trade Council. \$2.50

Garrod, A. E.
The inborn factors in disease; an essay. 160p. D [n.d.] N. Y., Oxford. \$2.75

Gauss, Marianne
Book of the woods. 269p. il. O c. Chic., Laidlaw Bros. \$1.50
Stories and observations of the wild animal life in the Rocky Mountains.

Gilkison, Mrs. Grace
The sparrow of Ulm, and four other famous birds, a starling, a stork, a jackdaw and some geese; il. by the author. 78p. il. (col. front.) S (Little lib.) c. N. Y., Macmillan. \$1

Gilligan, Edmund
One lives to tell the tale [introd. by Lowell Thomas]. 370p. il., map O [c. '31] N. Y., Cape & Smith. \$3.50
The story of the capture of 300 young German sailors during the War, their imprisonment in Cape Town, and the desperate escape of some of them in a dash across the African jungles and deserts.

Giono, Jean
Lovers are never losers; tr. by Jacques Le Clercq; preface by André Maurois. 264p. D c. N. Y., Brentano's. \$2
Albin's great love for Angèle averts tragedy when she returns to her Provençal farm home after a horrible experience.

Gordon, Caroline [Mrs. Allen Tate]
Penhally. 282p. D c. N. Y., Scribner. \$2.50
This novel covering one hundred years of American life describes the vicissitudes of a Kentucky family and manor after the quarrel between two brothers in 1830.

Gordon, R. Leslie
A little journey through California. 144p. il. D (Little journey ser.) '31 Chic., A. Flanagan. 76 c.

Grey, Zane
The shepherd of Guadalupe. 335p. D (Popular copyrights) [c. '30] N. Y., Grosset & Dunlap. 75 c.

Gruenthal, Alfred M.
Duplicate bridge simplified. 44p. il. S [c. '31] N. Y., Bridge World pap., 75 c.

Hadley, James
Introduction to Roman law; preface by Alfred R. Bellinger. 341p. D c. New Haven, Conn., Yale. \$2.50
An appraisal of ancient and medieval civilization by a professor of Greek literature in Yale College which was first published in 1873.

Hallock, Gerard Benjamin Fleet, D.D., comp.
Five thousand best modern illustrations [lim. cheaper ed.]. 770p. O '31, c'27 N. Y., Richard R. Smith. \$1

Halsall, Henry de
The romance of modern first editions. 207p. O [c. '31] Phil., Lippincott. \$2.50
A description of books worth collecting and information about developing valuable collections at small expense.

Glenn, Garrard
The law of fraudulent conveyances. 774p. O '31 N. Y., Baker, Voorhis & Co. buck., \$10

Goble, George Washington, ed.
Cases and other materials on the law of insurance. 937p. O [c. '31] Ind., Bobbs-Merrill. fab., \$6

Gray, J.
A text-book of experimental cytology. 526p. il. O '31 N. Y., Macmillan. \$7.50

Hamlin, John

Desert dancer [fiction]. 299p. '31 N. Y., Dial Press \$2

Handel-Mazzetti, Enrica von

Jesse and Maria; tr. by George N. Shuster. 351p. map D (Malta b'ks) [c. '31] N. Y., Holt \$2.50

A colorful romance is set against the religious struggles of 17th century Germany.

Hanford, James Holly, and others

The Nelson handbook of English. 344p. S '31 N. Y., Nelson \$1.25

Harkness, Georgia Elma

John Calvin, the man and his ethics. 279p. (bibl. footnotes) il. O [c. '31] N. Y., Holt \$3

A sketch of Calvin's life and a thorough discussion of his moral philosophy, by a professor of philosophy in Elmira College.

Hawk, John

The murder of a mystery writer. 248p. D (Popular copyrights) [c. '29] N. Y., Grosset 75c.

Heard, Gerald

Social substance of religion; an essay on the evolution of religion. 318p. (bibl. footnotes) O '31 N. Y., Harcourt \$3.50

A survey of the gradual development of the group-sense and devotion from the ape-level to the Quakers.

Henshaw, Nevil Gratiot

Tiger Bayou. 278p. D [c. '31] N. Y., A. H. King \$2.50

The tale of three unusual people who are drawn together in a small Louisiana town, told by Joe Pascal, whose business is other people's business.

Herrington, H. W., ed.

English masterpieces, 700 to 1900; 2 v. 862p.; 952p. fronts. (maps) D [c. '31] N. Y., Norton \$6

Selections from the works of the greatest English writers, edited for use in a survey course of English literature.

Heygate, John

Decent fellows [introd. by Henry Williamson]. 422p. D [c. '31] N. Y., Cape & Smith \$2.50

An adult novel of boys' school life at Eton, in England.

Hill, Al

Easy pickings; foreword by Jim Tully. 285p. D c. N. Y., Brentano's \$2

The autobiography of an ex-crook.

Hiscox, Gardner Dexter, ed.

Henley's twentieth century formulas, recipes and processes; new rev. ed. 823p. diagrs. O '31, c. '07-'31 N. Y., N. W. Henley Pub. Co. \$4

Gunther, Theresa Charlotte

Manipulative participation in the study of elementary industrial arts. 64p. (bibl.) diagrs. O (Contribs. to educ., no. 490) c. N. Y., Teachers College, Columbia Univ. \$1.50

Harner, Nevin C.

Factors related to Sunday school growth and decline in the Eastern Synod of the Reformed Church in the United States. 107p. (bibl.) O (Contribs. to educ., no. 479) c. N. Y., Teachers College, Columbia Univ. \$1.50

Hart, Edgar

The national cork; a narrative revue. 56p. D [c. '31] Bost., Christopher Pub. House apply

Hokinson, Helen E.

So you're going to buy a book! foreword by George S. Chappell. F '31, c. '25-'31 N. Y., Minton, Balch bds., \$3

A collection of amusing drawings that have appeared in *The New Yorker*.

Holland, W. J.

The butterfly book; rev. and enl. ed. 500p. il. (col.) O (Nature lib.) '31 Garden City, N. Y., Doubleday, Doran \$10

Horler, Sydney

Lady of the night. 307p. D (Popular copyrights) [c. '30] N. Y. [Grosset] 75c.

Howard, Edwin L.

Chinese garden architecture; a collection of photographs of minor Chinese buildings; foreword by Everett V. Meeks. no p. il. (col. front.) F c. N. Y., Macmillan \$6

Hoyt, Vance Joseph

Malibu; a nature story; il. by Charles Livingston Bull. 272p. O [c. '31] Bost., Lothrop \$2

The adventures of Malibu, a deer, and his strange friend, Gato, the puma.

Hyde, Lawrence

The prospects of humanism. 249p. O '31 N. Y., Scribner \$3.50

A discussion of the ideas and theories of the modern humanistic philosophers by the author of "The Learned Knife."

Hyden, Walford

Pavlova. 258p. il. O c. Bost., Little, Brown \$3

A life of the great Russian dancer, Anna Pavlova, by the man who was her Musical Director for over 20 years.

Jacks, Leo Vincent

La Salle. 282p. front. (map) O c. N. Y., Scribner \$3

The life story of the adventurous and gallant Frenchman who explored the Mississippi Valley in the 17th century.

Jackson, Holbrook

The anatomy of bibliomania; v. 2. 445p. (bibl. footnotes) O '31 N. Y., Scribner \$7.50

More information about the world of books in its many aspects, both past and present.

Jacobsen, Charles W.

Facts about oriental rugs. 152p. il., map O [c. '31] [Rochester, N. Y., Du Bois Press] \$3

Jacobson, Harold S.

For the freedom of the Mohawk. 320p. il. D c. N. Y., Dutton \$2

A story for boys about the adventures of John and Roger Allen, who fought with General Herkimer in 1777 to capture New York State's Mohawk Valley from the British and the Indians.

Kessler, Henry Howard

Accidental injuries; the medico-legal aspects of workmen's compensation and public liability. 718p. (bibls.) il. O '31 Phil., Lea & Febiger \$10

Kilduffe, Robert A., M.D.

Pathology, bacteriology and applied immunology for nurses. 336p. il., diagrs. (pt. col.) D [c. '31] Milwaukee, Bruce Pub. Co. \$2.50

Littlefield, Henry Wilson

An outline of the history of Europe, 1500 to 1848. 143p. (2p. bibl.) maps D (College outline ser.) [c. '31] N. Y., Barnes & Noble pap., 75c.

Jais, Regina
Legendary France, Carcassonne and Basque country. 300p. il. (Legendary ser.) '31 N. Y., Dial Press \$2.50

James, Paul
And then what? 102p. D '31, c. '20-'31 N. Y., Knopf \$2
Lyrics by the author of "Can't We Be Friends" and "Fine and Dandy."

Jesse, Fryniwyd Tennyson [Mrs. Harold Marsh Harwood]
Tom Fool. 283p. D (Popular copyrights) [c. '26] N. Y., Grosset 75 c.

John, William Mestrezat
Every wise woman. 313p. D [c. '31] N. Y., Sears \$2.50
A study of a woman who always acted from a sense of righteousness but whose influence was always malign.

Johnson, Theodore, comp.
Diminutive comedies. 159p. D [c. '31] Bost., W. H. Baker pap., 75 c.

Jones, Mary Hoxie
Arrows of desire. 106p. D c. N. Y., Macmillan \$1.50
Lyrics in many moods by a new poet.

Kelly, Eleanor Mercein [Mrs. Robert Morrow Kelly, jr.]
The book of Bette; recording further experiences of the family Urruty among the Spains and elsewhere. 373p. il. D (Novels of distinction) [c. '28, '29] [N. Y.] Grosset \$1

Kelly, Eric P.
The golden star of Halich; a tale of the red land in 1362. 231p. il. (pt. col.), maps O c. N. Y., Macmillan \$2.50
The third book in Mr. Kelly's trilogy of historical Polish novels for young people.

Kerigan, Florence
June's quest; her adventures on the highway. 290p. il. D [c. '31] Bost., Lothrop \$1.50
A story for older girls in which June and her father take to the open road in an old automobile in search of her mother.

Kerr, Sophie [Mrs. Sophie Kerr Underwood]
In for a penny. 292p. D [c. '31] N. Y., Farrar & Rinehart \$2
A novel of two modern young people with contrasting temperaments.

Kirkland, Winifred Margaretta [James Price-man, pseud.]
Portrait of a carpenter. 249p. (bibl.) D c. N. Y., Scribner \$2
A study of the early and unknown years in the life of Jesus.

Kline, Otis Adelbert
Maza of the moon. 341p. D (Popular copyrights) [c. '30] N. Y., Grosset 75 c.

Knight, Edward Frederick
The cruise of the "Alerte," in search of treasure. 255p. front. (map) S (Deep sea lib.) [n. d.] N. Y., Wm. F. Payson \$1.25

Langer, William Leonard
European alliances and alignments, 1871-1890. 536p. (bibl. notes) maps O c. N. Y., Knopf \$5
A history of the formation of the Bismarckian system, the Triple Alliance and Triple Entente, based on new documentary sources. The author is associate professor of history in Harvard University.

Laughton, Leonard George Carr, and Heddon, V.
Great storms. 254p. map S (Deep sea lib.) [n. d.] N. Y., Wm. F. Payson \$1.25

Le Compte, Pearle
Dramatics. 177p. (bibl.) D (Extra curricular lib.) c. N. Y., A. S. Barnes flex. fab., \$1
Detailed plans and suggestions for the organization of dramatics in the high school.

Lederer, Mrs. Charlotte
The golden flock [il. by the author]. no p. il. (col.) O [c. '31] N. Y., Farrar & Rinehart \$1.50
A legend of old Hungary retold for small children.

Lenin, Nikolai [originally Vladimir Il'ich Ul'ianov]
What is to be done? burning questions of our movement. 175p. (bibl. footnotes) O [c. '29] N. Y., Internat'l Publishers \$2
The policies and tactics of the Bolshevik party during its formative period, reprinted from "The Iskra Period."

Lenski, Lois [Mrs. Arthur Covey]
Grandmother Tippytoe; il. by the author. 104p. il. (pt. col.) O c. N. Y., Stokes \$2
A story for small children about quaint Grandmother Tippytoe, who lost her needle.

Lippmann, Walter
A preface to morals [cheaper ed.]. 356p. (5p. bibl. notes) D '31, c. '29 N. Y., Macmillan \$1

Livingston, Walter
The mystery of Villa Sineste. 286p. D c. N. Y., Mystery League 50 c.
Mystery and suspense in a villa of evil repute lying between Milan and Florence.

Lockhart, John Gilbert
Strange adventures of the sea. 255p. S (Deep sea lib.) [n. d.] N. Y., Wm. F. Payson \$1.25

Longaker, John Mark
English biography in the eighteenth century. 528p. (bibls.) O c. Phil., Univ. of Pa. Press bds., \$5
A survey of 18th century biographers and their subjects.

Loewenberg, Samuel Aaron

Diagnostic methods and interpretations in internal medicine; 2nd rev. ed. 1032p. il. (pt. col.), diagrs. O '31 Phil., F. A. Davis \$10

Marchand, Sidney Albert

The story of Ascension parish, Louisiana. 194p. il., maps O c. '31 [Baton Rouge, La.] J. E. Ortlieb Pr. Co., 218 Laurel fab., \$2

Miles, Alexander, and Wilkie, D. P. D.

Manual of surgery; v. 1; 8th ed. 574p. il. D (Oxford medical pub'n) '31 N. Y., Oxford \$3.80

Moore, Bertha B.

Rock of decision [fiction]. 259p. O [c. '31] Grand Rapids, Mich., Wm. B. Eerdmans apply

Morse-Peckham, Ray

Squints and heterophorias; v. 1. 368p. (2p. bibl.) O c. Rochester, N. Y., Author, 11 Monterey Parkway fab., \$5

Murray, Louise Welles, ed.

Selected manuscripts of General John S. Clark relating to the aboriginal history of the Susquehanna. 166p. (bibl. footnotes) maps (pt. col.) O (Pub'n's of Soc. for Pa. archaeology, v. 1) c. Athens, Pa., [Society for Pennsylvania Archaeology] pap., apply

Macaulay, Thomas Babington, 1st baron

The third chapter of Macaulay's History of England; ed. by David Salmon. 224p. (bibl. footnotes) D (Longmans' class-b'ks of Eng. lit.) [31] N. Y., Longmans 65c.

McCormick, Rev. William Patrick Glyn

Christ's message to us to-day. 70p. D [31] N. Y., Longmans 80c.

Six religious addresses that were originally broadcast from St. Martin-in-the-Fields in London.

McTaggart, Lieutenant-Colonel Maxwell Fielding

The art of riding. 123p. il., diagrs. O [31] N. Y., Scribner \$3.50

A textbook for beginners and others.

Major, Ralph H.

The doctor explains. 301p. il., diagrs. O c. N. Y., Knopf \$3.50

A physician explains to the layman why the modern doctor uses certain tests, how he got them, and what bearing they have upon his diagnosis and treatment.

Mallison, Clare

The Wooster-Poosters; il. by the author. 87p. il. (col.) obl. O [c. '31] N. Y., Stokes \$2.50

The adventures of a family of Scotties, Dusty, Annie and little Angus, on a summer's day picnic.

Malmstead, Lilyan Isabelle

Your face and figure. 151p. il., diagrs. D [c. '31] Phil., Penn \$2

A system of exercises for attaining correct bodily proportions.

Martin, Aylwin L.

Encumbrances. 282p. D [31] N. Y., A. H. King \$2

The rise and varying fortunes of a great Carolina planter family are followed through three generations before and after the Civil War.

Martin, George Madden [Mrs. Attwood R. Martin]

Emn'y Lou. 277p. il. D (Juveniles of distinction) [c. '01-31] [N. Y.] Grosset \$1

Masson, Rosaline Orme

Edinburgh [new rev. ed.]. 212p. il. (col.) O [31] N. Y., Macmillan \$1

Masson, Thomas Lansing

Within; a guide to the spiritual life. 325p. (4p. bibl.) D [c. '31] N. Y., Holston House, Sears Pub. Co. \$2.50

A discussion of the art of living happily.

Mathews, M. M., ed.

The beginnings of American English; essays and comments. 190p. O [c. '31] Chic., Univ. of Chic. Press \$2.50

A collection of some of the most worthwhile observations that have been made on American English in the past two centuries, with explanatory comments and illustrations.

Neulen, Leon Nelson

Problem solving in arithmetic; a study of certain factors in the allocation of arithmetic problems involving one, two, three and four steps or processes in reasoning. 93p. (3p. bibl.) diagrs. O (Contribs. to educ., no. 483) c. N. Y., Teachers College, Columbia Univ. \$1.50

Nutting, Herbert C.

Comments on Lucan; 2nd ser. 5p. (bibl. footnotes) O (Univ. of Cal. pub'n's in classical philology, v. 11, no. 4) '31 Berkeley, Cal., Univ. of Cal. Press pap., 25c.

Meigs, Cornelia Lynde [Adair Aldon, pseud.]

The willow whistle. 144p. il. (col. front.) obl. D c. N. Y., Macmillan \$1.75

Mary Anne and John visit an Indian tribe in this story of the old West for children from 7 to 10.

Merrick, Henrietta Sands

In the world's attic; introd. by Sir Francis Younghusband. 281p. il. (pt. col.), map O c. N. Y., Putnam \$5

An account of the author's daring journey across the Himalayas to the forbidden frontiers of India.

Millen, Gilmore

Sweet man. 299p. D (Popular copyrights) [c. '30] N. Y. [Grosset] 75c.

Milton, Paul R.

Vamp till ready. 266p. front. D c. N. Y., Mohawk Press \$2

The romance of Elise and Fred, who were dancing partners in the theatre.

Minnich, Helen Benton

A bright book of lights; il. by the author. no p. il. (col.) T c. N. Y., Stokes \$1.50

Pictures and text about 34 different kinds of lights that appeal to children.

Mitchell, J. Leslie

Cairo dawns; a story cycle with a proem. 314p. D [c. '31] Ind., Bobbs-Merrill \$2.50

Romantic tales of Cairo.

Montgomery, Lucy Maud [Mrs. Evan Macdonald]

A tangled web. 324p. D c. N. Y., Stokes \$2

Aunt Becky Dark left curious instructions to all her family clan concerning the inheritance of the famous Dark jug.

Moore, Edward Roberts

The case against birth control; introd. by Patrick Cardinal Hayes. 321p. (6p. bibl.) D [c. '31] N. Y., Century \$2

This book represents the official attitude of the Roman Catholic Church toward the practice of contraception and embodies the results of world-wide investigation into every phase of the birth control problem which has been carried on by the author and trained assistants for two years.

Myers, Clara L., ed.

Readings in biography. 395p. (7p. bibl.) D c. N. Y., Macmillan \$1.75

Excerpts from biographies of men and women in many fields, selected for supplementary reading.

New style (The); architecture and decorative design; a survey of its first phase in Europe and America. 203p. il. Q '31 N. Y., Scribner \$8.50

A survey of twentieth-century architecture and decorative design, with many illustrations selected to show their development and achievement.

Paulinetti, Philip Henry

The true art and science of single hand balancing and hand-to-hand balancing. 95p. il. O [c. '31] [Phil., Jas. B. Lamb & Son] pap., \$1.50

Pierce, Calvin P.

Ryal Side from early days of Salem Colony. 188p. (bibl. footnotes) il., maps O c. [Beverley, Mass.] Beverley Hist. Soc. \$3.50

Radin, Paul

Mexican kinship terms. 14p. (bibl. footnotes) Q (Univ. of Cal. pub'n's in Amer. archaeology and ethnology, v. 31, no. 1) '31 Berkeley, Cal., Univ. of Cal. Press pap., 25c.

Nicoll, Allardyce

Masks, mimes and miracles; studies in the popular theatre. 407p. (bibl. footnotes) il., diagrs. O '31 N. Y., Harcourt \$15
A history of the popular theater from its beginnings before Aristophanes to the Italian "commedia dell' arte" in the 17th century.

Norman, J. R.

A history of fishes. 478p. (2p. bibl.) il., maps, diagrs. O [n. d.] N. Y., Stokes \$7.50
A comprehensive study of every aspect of fish life.

Oemler, Mrs. Marie Conway

Flower of thorn. 360p. D [c. '31] N. Y., Century \$2.50
A romance of the South. There is no obstacle in the way of the marriage of Sally Rutherford and Sam Winstead, whose estates adjoin, except that her grandfather had been a Confederate officer, and his a northern Carpet-bagger.

Oliver, John Rathbone, M.D.

Fear; the autobiography of James Edwards [cheaper ed.]. 374p. (bibl. note) front. D '31, c. '27 N. Y., Macmillan \$1

Owen, Frank

Della-Wu, Chinese courtesan, and other oriental love tales. 313p. D c. N. Y., Lantern Press \$2

Owen, Wilfrid

Poems; ed. with introd. by Edmund Blunden. 135p. D '31 N. Y., Viking \$2

Papini, Giovanni

Gog; tr. by Mary Prichard Agnelli. 313p. D. [c. '31] N. Y., Harcourt \$2.50

A satire of modern humanity in which an American millionaire spends his life and fortune testing every form of activity, experience and enjoyment.

Parke, Kineton

The art of carved sculpture; 2 v. 251p.; 111p. il. O (Universal art ser.) '31 N. Y., Scribner \$8.50, ea.

A study of methods and tendencies in modern carved sculpture in Europe, America and Japan.

Pascal, Ernest

The age of love. 291p. D (Popular copyrights) [c. '30] N. Y. [Grosset] 75 c.

Perkins, Grace [Mrs. Fulton Oursler, Dora Macy, pseud.]

Personal maid; il. with scenes from the photoplay. 301p. D (Popular copyrights) [c. '31] N. Y., Grosset 75 c.

Perry, Bliss

Emerson today; the Louis Clark Vanuxem Foundation lectures, Princeton University, 1931. 140p. (4p. bibl. notes) front. (por.) O c. Princeton, N. J., Princeton Univ. Press \$2

An appreciation of Ralph Waldo Emerson by a professor emeritus of English literature at Harvard University.

Pokrovsky, M. N.

History of Russia, from the earliest times to the rise of commercial capitalism; tr. and ed. by J. D. Clarkson and M. R. M. Griffiths.

Reeder, Edwin H., and Reynolds, Rollo G.

How to study a demonstration lesson; a manual and notebook for classroom observation. no p. Q [c. '31] N. Y., Teachers College, Columbia Univ. pap., 60 c.

399p. (bibl. footnotes) front. (por.), maps O [c. '31] N. Y., Internat'l Publishers \$3.50
The author is Vice-Commissar of Education in Soviet Russia.

Porter, Arthur Kingsley

The crosses and culture of Ireland. 166p. (bibl. footnotes) il. Q c. New Haven, Conn., Yale buck., \$15

A scholarly and detailed study of the mysterious and enigmatic crosses of Ireland.

Post, Wiley, and Gatty, Harold

Around the world in eight days; the flight of the Winnie Mae; introd. by Will Rogers. 304p. il., map, diagr. O [c. '31] Chic., Rand, McNally \$2.50

A complete account of their flight by the two flyers with full page facsimiles of the log book kept by Gatty.

Potter, Edna

Mamie, a little girl of 1875; il. by the author. no p. il. (col.) obl. S [n. d.] [N. Y. Oxford] bds., \$1

A picture story for children.

Poulsson, Emilie, tr.

The friendly playmate, and other stories from Norway. 133p. il. (col. front.) D [c. '31] Bost., Lothrop \$1.50

Stories and poems from Norway for children from 5 to 10.

Propper, Milton M.

The ticker-tape murder. 339p. D (Popular copyrights) [c. '30] N. Y. [Grosset] 75 c.

Purin, Charles Maltador

A standard German vocabulary of two thousand words and idioms; selected from frequency counts and illustrated in typical sentences. 210p. (bibl. footnotes) T [c. '31] Chic., Univ. of Chic. Press flex. cl., \$1.25

Quiller-Couch, Sir Arthur Thomas [Q, pseud.]

Hetty Wesley. 289p. S (Everyman's lib. 864) [c. '31] N. Y., Dutton flex. cl., 90 c.

Richardson, A. P.

Barnegat ways. 208p. il. D [c. '31] N. Y. Century \$2

A collection of short stories depicting the life and the humor of the natives of the Barnegat section of the New Jersey coast.

Riesenberg, Felix

Endless river. 316p. D [c. '31] N. Y., Harcourt \$2.50

The author's aim is to create a novel of movement in the mind of the reader in a book that departs from the usual form of the novel.

Rogers, Julia Ellen

The shell book. 512p. il. (pt. col.) O (Nature lib.) '31 Garden City, N. Y., Doubleday, Doran \$5

The tree book. 584p. il. (pt. col.) O (Nature lib.) '31 Garden City, N. Y., Doubleday, Doran \$5

Rivera, Guillermo

A tentative bibliography of the belles-lettres of Porto Rico. 69p. O '31 Cambridge, Mass., Harvard pap., 75 c.

Sherrod, Julian

Scapegoats; by one of them. 121p. O [c. '31] Dallas, Tex., Author, P. O. Box 2253 pap., \$1.50

Rourke, Thomas
Thunder below. 292p. D [c. '31] N. Y., Farrar & Rinehart \$2.50
A story of life among a group of Americans in the tropics of Central America with lovely Susan, married to a blind man, the only woman among them.

Rousseau, Jean Jacques
Confessions; 2 v. 335p.; 306p. S (Everyman's lib., 859, 60) [31] N. Y., Dutton Flex. cl. 90c. ea.

Sadler, William Samuel, M.D., and Sadler, Lena Kellogg, M.D. [Mrs. William Samuel Sadler]
Piloting modern youth; a guide for parents, teachers, and others dealing with adolescents. 384p. (6p. bibl.) O c. N. Y., Funk & Wagnalls \$3.50
Advice to parents on handling young people.

Saunders, John Monk
[The last flight]; photoplay title of Single lady [il. with scenes from the photoplay]. 383p. D (Popular copyrights) [c. '30, '31] N. Y. [Grosset] 75c.

Sayers, Dorothy Leigh [Mrs. Atherton Fleming]
Suspicious characters; the new Lord Peter mystery. 398p. map D c. N. Y., Brewer, Warren & Putnam \$2
In Galloway, Scotland, a landscape painter is found dead and six painters, all friends of Lord Peter, fall under suspicion.

Schinz, Albert, and King, Helen Maxwell, eds.
Seventeenth century French readings [rev. ed.]. 474p. S [c. '31] N. Y., Holt \$1.56

Scott, Evelyn, pseud. [Mrs. John Metcalfe]
The wave. 624p. O (Novels of distinction) [c. '29] N. Y. [Grosset] \$1

Shah, Sirdar Ikbal Ali
Arabia. 93p. il. (col.) map D (Peeps at many lands) '31 [N. Y., Macmillan] \$1
The golden East. 288p. il. '31 N. Y., Dial Press \$5

Shay, Frank, and others, eds.
Wisconsin writings, 1931; an anthology. 230p. D c. N. Y., Mohawk Press \$2
A collection of poems, short stories, and essays by students in the University of Wisconsin.

Sherman, Harold Morrow [Edward J. Morrow]
Goal to go! 250p. il. D (Popular copyrights) [c. '31] N. Y., Grosset 75c.
A college football story for boys.

Strike him out [fiction]. D '31 N. Y., Goldsmith Pub. Co. 25c.

Showerman, Grant
Rome and the Romans; a survey and interpretation. 664p. (3p. bibl.) il., maps (pt col.) O c. N. Y., Macmillan \$5
A study of the ancient Roman civilization by a professor of classics in the University of Wisconsin.

Simone
Disorder; tr. by Henry K. Marks. 245p. D [c. '31] N. Y., Dutton \$2.50
This story of the crisis in a young girl's life, of

Emma Collinet who, though a creature of law and order, was born into a world of disorder and conflict is written by a French actress.

Sinclair, Upton Beall [Arthur Stirling, pseud.]
The wet parade. 431p. O [c. '31] N. Y., Farrar & Rinehart \$2.50
The scene of this novel about the prohibition problem shifts from Louisiana to the dives of the Bowery and a millionaire's home on Long Island.

Smith, Mrs. Susan Cowles Grant
Made in France. 90p. il. D c. N. Y., Knopf \$2
A book of the decorative arts of France in the 16th, 17th and 18th centuries, written for children by the author of "Made in Mexico."

Soglow, O.
Pretty pictures. n.p. il. F [c. '31] N. Y., Farrar & Rinehart \$2
Amusing pictures, of which many have appeared in *The New Yorker*, *Judge*, *Life* and *Collier's Weekly*.

Sorokin, P. A., and others, eds.
A systematic source book in rural sociology; v. 2. 677p. (bibl.) O '31 Minneapolis, Univ. of Minn. Press \$6.50; set, \$15

Spaulding, Robert Kilburn
Syntax of the Spanish verb. 155p. S [c. '31] N. Y., Holt 92c.

Spaull, Hebe
The Baltic States; Latvia, Lithuania and Estonia. 80p. il. (pt. col.), map D (Peeps at many lands) '31 [N. Y., Macmillan] \$1

Springs, Elliott White
Contact; a romance of the air. 316p. D (Popular copyrights) [c. '30] N. Y., Grosset 75c.

Stamp, Laurence Dudley
A regional geography; for higher certificate and intermediate courses: pts. 1, 3, 4. various p. maps, diagrs. O (Univ. geographical ser.) [31] N. Y., Longmans \$1.80: \$1.35: \$2
These textbooks in the regional geography of the Americas, New Zealand, Australia and Asia are a revision of the author's earlier work "An Intermediate Commercial Geography."

Starkey, Robert
The silver trapeze. 277p. il. D [c. '31] N. Y., Duffield & Green \$1.75
Olmar, a green farm-hand, becomes one of the sensations of the big top in this story of a wandering circus.

Stephens, James
Strict joy; poems. 53p. D '31, c. '30, '31 N. Y., Macmillan \$1.25
Poems by the author of "The Crock of Gold."

Storm, Marian
Prologue to Mexico; the story of a search for a place. 342p. il., map O c. N. Y., Knopf \$3.50
The Mexico of today, its little known towns, its manners and customs and its beautiful landscapes are described through the author's own travel experiences.

Suter, John Wallace, jr.
Open doors in religious education. 141p. D c. N. Y., Richard R. Smith \$1.25
An inspirational view of the problems in religious education.

Stiles, Percy Goldthwait

Nutritional physiology; 7th rev. ed. 313p. il. '31 Phil., Saunders \$2.25

Taylor, Alonzo E.]

The international wheat conferences during 1930-31. 36p. Q (Wheat studies, v. 7, no. 9) c. Stanford Univ., Cal., Food Research Inst. pap., \$1

Temple, Archbp. William

Thoughts on some problems of the day. 217p. (bibl. footnotes) D '31 [N. Y.] Macmillan \$1.75
A charge delivered at the primary visitation of the Archbishop of York.

Terrel, Mary Field

Bird-house to let. 146p. il. D c. N. Y. Stokes \$1.50
Stories for children about all the different birds that visit a New Jersey garden.

Thackeray, William Makepeace

Vanity fair; introd. by G. K. Chesterton; 2 v. 808p. il. (pt. col.) Q '31 N. Y., Lim. Eds. Club bds., \$10, to members, bxd.

Thayer, Tiffany, pseud. [Elmer Ellsworth, jr.]

Thirteen men. 323p. il. O (Popular copyrights) [c. '30] [N. Y.] Grosset 75 c.

Thompson, James Westfall

History of the Middle Ages, 300-1500. 478p. (bibls.) il., maps (pt. col.), diagrs. O [c. '31] N. Y., Norton \$5

This book is an abridgment and revision of the author's larger two-volume work, "The Middle Ages," published by Knopf, and is intended for use as a college text.

Thorburn, John

Hildebrand. 150p. il. (pt. col.) O [c. '31] N. Y., Scribner bds., \$5
The adventures of Hildebrand, a horse, told for children.

Tietjens, Eunice Strong Hammond [Mrs. Cloyd Head]

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Trattner, Ernest Robert

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Trow, William Clark

Educational psychology. 519p. (16p. bibl.) diagrs. D [c. '31] Bost., Houghton \$2.80
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Untermeyer, Louis, ed.

American poetry, from the beginning to Whitman. 853p. (8p. bibl.) D [c. '31] N. Y., Harcourt \$3.50

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Vecsey, Armand

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Waxman, Samuel Montefiore

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Waugh, Alec

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Way, William, jr.

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Old and Rare Books

Frederick M. Hopkins

WHILE the general business depression has greatly affected the sale of rare books on both sides of the Atlantic, it has brought compensating advantages. There is no doubt that it has shaken out many speculators who were in the game for what they could make out of it. There had become too many of this class for the good of the business. The depression has enabled many timid and small collectors to get started, and we shall hear more from them later. The trouble is not going to be to find buyers but to get the right kind of material. The interest in fine typography and in modern first editions will help keep rare book dealers going, but there are indications of reaction in both lines. The stability of the business depends upon a fair supply of genuine rarities in all lines of collecting. Apparently there are collectors enough to take care of this kind of book and we are not likely to see prices lower very much for them either.

THE Phelps Stokes Collection of American Historical Prints, Views of American Cities, etc., in the New York Public Library now includes nearly 600 items, including paintings, water colors, drawings, engravings, and lithographs. They cover a period of nearly four centuries, extending the dawn of knowledge regarding the West Indian Islands and the eastern coast-line of the American Continent down to the Civil War, and including a few items illustrating prehistoric civilization in North and South America, as well as a small group of Western cities which have come into existence since the Civil War period. It is composed of three principal sections—maps, plans and views: the last, which constitutes by far the largest division, and the one making the broadest

appeal, divides itself naturally under two main headings: (1) general views of towns, cities, colleges, natural scenery, etc., and interior views, depicting streets or individual buildings; (2) views of historical events, scenes, or places, such as battle or naval engagements, the introduction of steam navigation, famous ships, the homes of illustrious personages, etc. The Phelps Stokes Collection was begun in 1899, as reported in the current issue of the *Bulletin* of the New York Public Library, but until 1908 it did not include more than a dozen prints, all of New York City, and a set of Valentine's Manuals. In the latter year the preparation for the Hudson-Fulton Celebration awakened in the collector new interest in the subject of Old New York, and within a year the collection had increased to over 100 items. In the two decades since this great collection has grown steadily in rare and valuable material.

EVER since there were books there have been book thieves. In medieval times, when books were rare and valuable, the libraries took no chances. Several chained libraries still exist in England. One of the most interesting of them all is at Hereford Cathedral, which has just been reopened after a thorough restoration. Definitely one of the oldest, dating back to the fourteenth or fifteenth century, it is also the largest. There are nearly 1,500 volumes in chains, and since the painstaking restoration, it is a sight worth seeing. Upwards of 450 books had never been unchained, and more than 1,000 chains that had been taken off in the last century were suspended from the ceiling in rows. By a piece of good fortune, the brass clips by which the chains had been fastened to the books had been thrown into an old box and preserved.

In rechaining the books the rule was rigidly adhered to that no book, however old and valuable, should be chained unless it bore on its cover the scars of its original chaining, or, if the volume had been rebound, unless it was entered in the library catalog made in 1749. Great care was taken to fit each book to a clip which corresponded with the scar on its cover in size and shape. According to Canon B. H. Streeter of Hereford Cathedral, who has been making a study of the subject, the practice of chaining books lasted in England much longer, and was more widespread, than is generally realized. At Chetham College, Manchester, for instance, books were still being chained as late as 1742; in the Bodleian Library nine years later. Canon Streeter discovered that even in Hawksmoor-Wren library at Queen's College, Oxford, finished in 1696, was chained, and that the chains were not taken off until 1780. At Merton College they were not taken off until 1792. At King's College, Cambridge, chaining lasted until 1777; elsewhere at Cambridge it was abandoned a century or more earlier.

MANUSCRIPTS of the Maya people of Central America, which have been unintelligible since the Spaniards conquered the Mayas in the sixteenth century, are believed to have been made decipherable by Dr. William Gates, president of the Maya Society and fellow of Johns Hopkins University. "An Outline Dictionary of the Maya Glyphs, with a Concordance and Analysis of their Relationships," containing reproductions of parts of these ancient manuscripts in their original colors, has just been published by Johns Hopkins Press. In this volume Dr. Gates explains the method which he has developed in thirty years of work by which he feels that it will be possible to read what was written in the prayer books and volumes of history by these people hidden in Central America before Columbus. Moderate in his claims, Dr. Gates merely says he has succeeded in establishing a parallel between a dictionary of the Maya-speaking tongue, reduced to written form by the Spaniards, and the "glyphs," or ideographic writing in use among the Mayas, before the white men saw them. The symbols used by the Mayas in their written language were, says Dr. Gates, pictures which had ceased to be pic-

tures and had become conventionalized forms. Dr. Gates believes that there still live in remote parts of the country over which the Maya civilization spread people who know the old culture and the old religion, to whom they have been passed on from generation to generation.

J. H. Whitty sends from Richmond the following information in regard to a new biographical study of Edgar Allan Poe: "I have just received a preliminary announcement of a new Poe book to be brought out this fall in London by Stanley, Paul & Co., and republished in this country. It is styled 'The Murder of Edgar Allan Poe' by J. A. T. Loyd. It will be a large octavo, illustrated, and will follow new biographical lines. The announcement reads: 'All the world knows that Edgar Allan Poe received the sum of £2 for 'The Raven,' the manuscript of which was recently sold for £20,000. In the difference between these amounts the tragedy of the poet's life is clearly indicated. It was not marred by accident, it was not marred through those infinitely exploited failings of his own. It was marred by the long malice of private enemies who practically murdered the man and did their best to murder what survived of his genius. Poe's whole life was mutilated in the land of his birth. 'How did he live there,' Bernard Shaw has asked with an irony that vibrates with passion, 'this finest of fine artists, this born aristocrat of letters? Alas, he did not live there and was duly explained away as a drunkard.' It is the object of this biographical study to unmask this long explaining away, by revealing the inner machinery of a cunningly systematized depreciation."

A MANUSCRIPT of twenty pages which has been presented to Turnbull Library in Wellington, New Zealand, throws an interesting light on Robert Louis Stevenson's life at Samoa. The manuscript has been in the possession of W. H. Triggs, formerly editor of leading New Zealand newspapers and now member of the Legislative Council of that country. In 1892, when a young journalist, Mr. Triggs met Stevenson in Auckland, when he was on his way back to Samoa from a visit to Sydney. The meeting was arranged by

L. H. Balfour Wilson, a cousin of Stevenson, and as a result of it Mr. Triggs wrote an article on Stevenson's mode of life in Samoa. As promised, the manuscript was submitted for Stevenson's approval, and he returned it with many annotations and many pages of additional information. Stevenson disclaimed selecting Samoa on account of his health, as Honolulu would have been just as satisfactory on that ground. He preferred Samoa for the simple and eminently satisfactory reason that it was less civilized.

THE Library Club of Cleveland announces the publication of "English Ballads and Songs," a list of collections of English, Scottish and Anglo-American ballads, traditional songs, rhymes, chanties, carols, political ballads and songs, and critical material concerning them, compiled mainly from the very rich material found in the Cleveland Public Library's John G. White collection of Folk-lore and Orientalia. This collection possesses practically all of the works in English on the subject, and English material in French and German translations, and includes also many

rarities. Bibliographical notes have been appended to some of the more important titles, and an introductory note precedes the work. Two hundred copies have been printed. The compilers are: Thomas J. Holmes, librarian of the William G. Mather Library, and Gordon W. Thayer, librarian of the John G. White Collection.

WILLIAM A. SLADE, of the Library of Congress, has been appointed librarian of the Folger Shakespeare Memorial Library, in Washington. Professor Joseph Quincy Adams, who has been professor of English at Cornell University since 1919, will be director of research.

Catalogs Received

American history. (Series 2, No. 37; Items 1047.) Argosy Book Stores, Inc., 45 Fourth Avenue, New York City.

Americana. (Items 400.) James Lewis Hook, Box 25, Glen Olden, Pa.

Americana, books and pamphlets of general interest, mostly long out of print and now difficult to obtain. (No. 107.) The Tuttle Co., 11 Center St., Rutland, Vt.

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Forthcoming Issues

❖ ❖ ❖ Next week's issue will be the Fall Announcement Number, probably the largest issue of the year. It will contain a complete index of all the fall books recently issued or forthcoming. The children's books, which were specially indexed, in the August 29th issue, are again indexed in the Fall Announcement Number so that booksellers will have all the new fall publications in one alphabetical list. Special editors have been working on this list for weeks but because the Weekly Record Pages must be held open until the same minute every week, these large numbers are always a day or two late. We ask our subscribers to be patient. We're proceeding full steam ahead. ❖ ❖ ❖

❖ ❖ ❖ Katharine Lord of the Little Book House in Nantucket has written an article for the *Weekly* on a new plan which she worked out for her circulating library. Her shop is a summer bookshop, but her plan has certain features which could be adapted by any year round shop. ❖ ❖ ❖

❖ ❖ ❖ The series of articles, "Romantic Stories of Books" by John T. Winterich has come to an end. Mr. Winterich is writing a new series for the *Publishers' Weekly* on "Early American Books and Printings." Chapter 1, "Westward Ho!" will appear in the September 19th issue. ❖ ❖ ❖

The Publishers' Weekly

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